



for Professional Sales

Second AGM

Minutes of the meeting of the All-Party Parliamentary Group for Professional Sales

Tuesday 18th June 2019

Started at 6pm, Committee room Q, Portcullis House

Present:

Stephen Kerr
Mark Pawsey
Mary Robinson
Martyn Day
Ian Murray
Martin Whitfield
Bill Grant
Lee Rowley
Jamie Stone

Adam Harding APS
Guy Lloyd, parliamentary liaison, APS
Mike Hurley, sales ambassador, APS

Election of officials

Stephen Kerr MP was re-appointed as Chair.

Vice Chairs were appointed:

Mark Pawsey,
Martyn Day,
Martin Whitfield,
Mary Robinson,
Jamie Lee

Current Inquiry

The current inquiry into increasing the productivity of SMEs by improving their sales effectiveness has completed its formal evidence. The report is being written up and will be published at the start of the next parliamentary session (1st half of September).

A new inquiry will start looking at the professionalism of sales. Such that sales is seen as a positive career destination and it attracts the right caliber of people, for the right reasons. It will look at the impact of AI and technology and the skills, knowledge and behaviours needed to be successful as a sales professional.

Ideas to generate more interest and engagement

Host a dinner once a quarter in the Palace. Invite a sponsoring company or two to discuss a business problem or issue eg what it takes for UK to succeed internationally.

AGM closed at 7pm



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