



Darren Hill

Associate

With more than 30 years of sales management and executive leadership experience in the technology industry, Darren Hill specializes in developing high-performance sales teams by reducing sales cycles, growing average deal size, and improving company win rates.

Prior, Darren worked for Fox IT Limited for six years, first as an Account Manager and then as a Sales Director. From there, he joined Gartner, which turned into an 11- year tenure, starting as a Client Executive followed by Area Vice President of Financial Services and rising to Managing Vice President of UK&I, Spain and Portugal.

While at Gartner, Darren led, motivated, and inspired 20 managers and 150 sales associates across multiple sectors and countries. He built teams in Financial Services, High Tech, Telecoms, and Government by leveraging ValueSelling principles to drive exceptional performance for individuals on each team, in every region, to create accurate sales forecasts and reduce time spent onboarding new team members. He has seen firsthand the profound impact ValueSelling can have on salespeople's lives. He believes in making the complex simple with the ValueSelling methodology. By focusing each customer interaction on the critical business issues, he coaches sales teams to create truly differentiated and value-based programs that address and overcome those business challenges.

Darren completed an HND Business Studies from Brooklands College. Outside of work, he enjoys spending time with family and friends, playing golf, frequenting the gym and beach with his 1978 VW Campervan, as well as riding on his Harley Davidson when the sun is shining!

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