



Contact:

+44 0 771 848 9422 mobile

+44 0 1440 820 384 office

pjnisbet@valueselling.com

[Connect on LinkedIn](#)

PJ Nisbet

PJ is the Managing Partner for ValueSelling in EMEA and has worked in sales performance improvement training and consultancy for ten years. During this time, he has trained more than 5,000 people in 25 countries.

He works in a variety of industry sectors and companies including Adobe, Autodesk, Deloitte Consulting, Georg Fischer (GF), Kamstrup, Kubota, Legal & General, Naspers, NCR, OLX, SERCO, Standard Bank, T-Systems, Unox, VMware and many others from small start-ups to large blue-chip clients.

Prior to training and consulting, PJ had a highly successful career as an entrepreneur and senior executive in a range of different organisations. He started his working life with Shell Oil and progressed to Sales Manager by the age of 30. He then went on to join his family business (an agricultural equipment manufacturing and parts wholesaler) which, over the next ten years, he built into one of the top non-listed companies in South Africa. Thereafter, he worked for the leading agricultural parts wholesalers in Europe as a Group Director with profit and loss responsibility for the UK, USA and South Africa.

PJ brings a rare combination of business leadership, sales expertise, and people development skills to his clients.

He holds a BA (Hons) degree in Organisational Behaviour from Reading University, UK. He plays an active role in a variety of associations including the Association of Professional Sales (APS) and the London Chapter of Inside Sales Association (AA-ISP).