



We are pleased to be partnering with Sandler Training as part of this important initiative. Sandler is the largest provider of sales, leadership and customer service training in the world, with over 35 years delivering training and consulting services for small- to medium-sized businesses, and customized corporate training for Fortune 1000 companies. Their corporate trainers and 250+ local offices in 25 countries around the globe deliver more than 92,000 hours of training each year.

Sandler's proven training methodologies, reinforced through coaching, and 24/7 online training and accountability, help sales professionals and management executives fulfill personal and organizational goals by initiating sustainable growth, increasing bottom line results and maximizing sales ROI.

Among their many well-known clients are:



We are also excited to be working with Richard Isaac, CEO and founder of the Sandler Training center in Hauppauge, Long Island, NY, as well as his team of sales training professionals. Rich possesses a varied technical and business background gained over 30 years in industry. He holds a degree in Mechanical Engineering from Rutgers University, and an MBA from Hofstra University. Rich was honored to receive the 2016 David H. Sandler Award (named after Sandler Training's founder), the highest honor that one can achieve in the worldwide Sandler community. His office recently received the distinguished Pinnacle Award, which is given out by the global Sandler organization to fewer than 5% of the top Sandler Training facilities.



Company Description

Sandler Training in Hauppauge is a sales and business development training company, founded in 1996 by Richard Isaac. It is a local franchise in the worldwide Sandler Training organization. The team at Sandler Training is dedicated to helping clients grow their businesses by providing them with the tools to become more confident and competent in a wide range of business disciplines, including sales, business development, sales management, customer service, business communications, and negotiating.

It's our belief that a successful salesperson or leader needs the support and guidance of a good coach. We offer the constant support, guidance and reinforcement that lead to lasting success. Our training is designed to facilitate the development of new and empowering behaviors, attitudes, and sales skills.

Through regular reinforcement with ongoing training workshops, online reinforcement with our digital learning platform, and individual coaching sessions, we teach a selling system that is manageable and measurable. We help sales professionals and management executives fulfill personal and organizational goals, from initial hiring decisions to performance evaluations, from building and executing strategic sales plans to motivating people to achieve them.

In the past few years, Sandler Training has significantly increased its staff to further improve its training, coaching, and consulting process. The company has welcomed Leigh Schuckman and Pete Fasulo as business development experts and trainers, and has expanded its operations and client support team.

The company recently received the distinguished Pinnacle Award, which is given out by the global Sandler organization to fewer than 5% of the top Sandler Training facilities. The award symbolizes an exceptional level of business success over the previous four-month period. Richard Isaac was honored to receive the 2016 David H. Sandler Award (named after Sandler Training's founder), the highest honor that one can achieve in the worldwide Sandler community.