



Deb Calvert
President, People First Productivity Solutions

As President and Founder of People First Productivity Solutions, Deb consults with her clients on building organizational strength by putting people first. This work includes leadership program design and facilitation, strategic planning with executive teams, team effectiveness work, and sales productivity solutions. Deb is a Certified Master of The Leadership Challenge® and also works with executives, managers, sales trainers and sales reps as a Humanistic Performance Coach. She is certified as an Executive Coach by the Center for Executive Coaching and the ICF. As a Top 50 Sales Influencer, Deb travels worldwide speaking to sales executives. She is the Sales Development Principles Instructor at UC Berkeley.

Additionally, Deb is a Certified Practitioner with the Myers Briggs Type Indicator and other assessment tools. She is the author of the bestseller “DISCOVER Questions® Get You Connected” which was named by HubSpot as one of the “20 Most Highly-Rated Sales Books of All Time.” Deb’s background in senior-level sales, human resources, and operations roles with a Fortune 500 company gives her a unique perspective in understanding the challenges faced by companies and their senior management teams.