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Everything you do in business comes down to sales. Whether you're selling a product or service, selling yourself as a solution provider, or selling your ideas as a manager, understanding a sales environment is crucial. Our special guest, Shawn McClain, knows all about managing sales teams! As the Southwest Regional Sales Manager for Safelite AutoGlass, Shawn not only has to understand sales from a product perspective, but from a people orientation as well. On today's episode Shawn will talk to us about managing a sales team, and from his experiences you'll be able to get a better understand

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Featured Guest



Shawn McClain

Shawn McClain is a regional sales manager at Safelite AutoGlass®, the largest provider of vehicle glass repair and replacement services in the U.S. He is responsible for leading a sales team of 13 people throughout the southwest, including Arizona, New Mexico and west Texas.

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