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April 04th 2016: Why Great Entrepreneurs Establish Strong Relationships

Relationship building is the key for most successful entrepreneurs and business leaders as they establish and achieve both business and personal goals. The ability to instinctively engage, respond and create trust with employees, customers, vendors and investors is crucial in building a lasting brand. To discuss this in depth, we are excited to welcome Telecommunications Industry Veteran and Author of "The RiVal," Benjamin Von Seeger, to The Second Stage. On today's episode, Mr. Von Seeger will share with us the importance of focusing on the practical soft skills, when it comes to driving n

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Featured Guest



Benjamin Von Seeger

Benjamin Von Seeger is a senior sales executive known for delivering and sustaining revenue and profit gain within a competitive global telecommunications market. Throughout his 20-year professional career, Benjamin has held key sales positions with wholesale telecommunication and colocation service providers in the US and Germany. His new book, "The RiVal," is available for purchase on Amazon, iTunes, and www.worldcat.org. For more information, please visit: www.benjaminvonseeger.com, or follow him on Twitter: @benvonseeger.

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