

ALBERT MENSAH

albert@albertmensah.com

CAREER BIOGRAPHY

Rising from his humble beginnings in Ghana, Africa, Albert Mensah has become one of the world's leading motivational speaker, leadership coach and trainer for employees at top companies throughout the United States, Canada, Europe, Africa, and the Middle East.

With an impressive client list that boasts, **Starbucks, Merrill Lynch, Boeing, John Deere Corporation, and Wells Fargo Bank**, he has built a strong reputation among business leaders and corporate executives as the catalyst for driving employee morale, increasing work productivity, and enhancing team commitment through his energizing, inspirational, and often invigorating speaking engagements.

A natural-born leader and pioneer, Albert quickly elevated in the highly saturated, competitive speaking industry and grew a startup company from zero to \$300,000 in annual revenues through creative marketing and extensive networking strategies. True to his brand of excellence, he earned the prestigious, "*Certified Speaker Professional*" award—a nominal feat only given to the top 7% of international professional speakers—in just four years instead of the standard five-year period. He placed second in the Prestigious Toastmasters World Championship of Public Speaking.

Prior to launching his speaking business, Albert held a successful career in sales with some of key industry players in the telecommunications industry. Starting in sales representative positions, he rapidly advanced to a top contributor status by repeatedly exceeding annual revenue and quarterly sales quotas. He relied heavily on innovative marketing techniques, deep business acumen, and strategic relationships to consistently gain new clients and expand market share for the **US West, Pacific Bell, and Donnelly Directories**.

In 1993, intrigued by the US World Cup Soccer series held in the United States, Albert jumped at the opportunity to open a retail sporting gear store despite having no industry experience. Starting with a modest investment of a little more than \$5,000, he steadily grew the retail store into a profitable, six-figure revenue operations securing contracts with the local high schools and sporting teams. The retail store generated double-digit revenue growth every year and was later sold at a profit to a new owner.

An avid learner, Albert has a bachelor's degree in English from Western Maryland College and has taken numerous training and advanced coursework at various institutions including University of Washington Extension School of Training & Development and the Dale Carnegie School of Public Speaking.
