

Trainer Profile

Morry Morgan



Nationality: Australian

Languages: English

Morry is the co-founder of ClarkMorgan and has worked in the training and development industry in Asia-Pacific (APAC) since 2001. He is an Australia certified trainer, having completed the Certificate IV in Training & Assessment, and is also a qualified Neuro-Linguistic Programming (NLP) Practitioner and a certified Hogan assessor.

Prior to working in training and development, Morry worked in the healthcare and pharmaceutical industries. He holds a Bachelor of Applied Science, Advanced Certificate in Management, and an Advanced Certificate in Chinese (Mandarin). From 2004 to 2006 Morry also undertook an MBA at the University of Strathclyde, Shanghai campus.

Sales Skills Expert

Morry is a published sales author. His first book, 'Selling Big to China – Negotiating Principles for the World's Largest Market' was published by Wiley in 2010. He is a regular keynote speaker on the topic of sales, speaking at the Shanghai Business Review (SBR), NetworkHR, and numerous business chambers. His views on sales have been published globally, in Business Insider, China Daily, SmartCompany, and Marketing magazine.

Morry also splits his responsibilities between training, selling and marketing, and therefore practices what he preaches. To that end, he achieved the highest sales for ClarkMorgan in 2014.

Client Testimonials:

“Mr. Morgan has obviously sold to many different buyers in China and recounts many anecdotes which we can learn from. The strategies he has created are easily practiced and I find myself using them on an ongoing basis. Although the Mainland China market may be where the author honed these skills, I found them to be broadly relevant for the other markets in Asia.”

- Jeremy Johnson,
Vice President of Sales, North Asia.

“His advice, theory and practical knowledge of negotiations will benefit anyone in sales, marketing or general business - whether based in China or not.”

- Mike Golden,
Managing Director, Adsmith China

Morry's Clients:

LUXOTICA®

Johnson & Johnson

DB SCHENKER

Johnson Controls

kraft foods

Henkel

 ClarkMorgan