

**ZACH KALLERGIS**



# WHO I AM & WHY I COACH

**[www.zachkallergis.com](http://www.zachkallergis.com)**

# Who I Am

I'm Zach Kallergis. I didn't start with a network, a name, or a shortcut.

I built a 20+ year sales career from scratch—through cold calls, strategy, and pure drive.

Today, I'm a B2B Sales Consultant and Coach, actively supporting manufacturers and service providers in the renewable energy space—and helping serious professionals close smarter, with clarity and confidence.



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# How it started

It all began in 2004—by chance.

I wasn't looking for a career in sales. But after my first call, my first lead, my first meeting—I knew:

This is what I'm meant to do.

Sales gave me purpose, a path, and a way to grow—professionally and personally.

# My Sales Journey

From six-figure service contracts with global pharmaceutical leaders like Pfizer and Sanofi, to multimillion-euro agreements in renewable energy across Greece the Netherlands, Belgium, Scandinavia, and the UK—I've spent the last 15+ years closing, leading, and delivering results consistently across markets.

No gimmicks. Just skills, clarity, and results.



# Why I Coach

Coaching isn't a pivot.

It's my way of passing on the experience  
I've earned in the real world.

I help solopreneurs, founders, and young  
professionals build the confidence,  
systems, and closing skills they were  
never taught.

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# Who I Help

- Founders who struggle to close
  - Professionals new to selling
- Solopreneurs who want structure, not scripts

No scripts. No templates.

No pretending to be someone you're not.

Just clear, honest conversation that gets the deal done.

**That's how I coach. That's how I sell.**

# What I Believe

Sales isn't about pressure.  
It's about skills, clarity, confidence, and  
showing your value—fast.

When done right, sales isn't awkward.  
It's empowering.

**I've done the  
work. Now  
I coach it**

**DM me "SALES" to book a free 15-minute  
strategy call.**

**ZACH KALLERGIS – B2B SALES CONSULTANT  
SALES COACH**