

THOMAS R. NIESEN



Thomas R. Niesen founded Acuity Training Systems in 1989. He teaches and coaches selling, negotiating and management strategies to thousands of sales professionals in over 220 different industries. Tom is a frequent speaker for professional and trade associations. He can frequently be found on the road conducting in-house workshops for major corporations and is regularly asked to assist in training and development of other sales trainers nationwide.



Tom has been in the customer service, sales, sales management and training business for 25 years. After college he started his own motivation company and conducted seminars for such companies as Quaker Oats, Coldwell Banker and McDonalds. He has been performing in-house training for the past 8 years for Fuji Film, Polaroid and others. Tom is presently working on his Ph.D. at Dallas Baptist University.

Acuity Training Systems

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