

Grandy & Associates

Patrick Chapman

Business Trainer/Consultant



Background

Patrick Chapman was raised in a home with a strong focus on sales and customer service. He worked alongside his father, Horace Chapman, who was a National Sales Award Winner with Ford Motor Company. Patrick has been married for 23 years to his high school sweetheart, Hope. They have three children. Patrick graduated Lee University Charlotte Center with a Bachelor's Degree in Family Counseling. Patrick and Hope also led Destination Coaching which provided consulting services to businesses and individuals with practical, hands-on training for success in their respective areas. Patrick passionately believes the greatest win in life is helping others achieve their dreams.

Accomplishments

Patrick joined the Grandy team in 2017. Over the last 20 years his experience includes Warehouse and Inventory Management, Service Manager, Installation Inspections, Comfort Consultant, and Distribution Territory Manager. He is also accomplished in New Business Development, Residential and Commercial System Design, and Upselling with Financing. Patrick combines these areas of expertise with an engaging style and practical tools that create lasting success. In addition to his degree from Lee University, Patrick has received a wide variety of industry certifications and awards, including:

- Graduate Territory Manager University
- Top Award Winner Manufacturers Boot Camps
- Top RSP Distributor Award Upstate SC
- Certified ACCA Manual J,D,S
- IAQ Selling Solutions
- Generac Home Consultation Excellence

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