

About Caryn Kopp



**Caryn Kopp,
Chief Door Opener®**

Caryn is the Chief Door Opener® at Kopp Consulting whose Door Opener® Service has helped thousands of business owners and sales people secure initial meetings with high level decision makers in almost every major company including P&G, Pfizer, GE, Merck, Verizon, AT&T, Time Warner, Kraft, Target, CBS and the list goes on and on.

Caryn Kopp has been dubbed the Chief Door Opener® because she gets her clients “in the door” with their prospects. Many business owners and sellers say, “When I’m in front of the right decision maker I close the sale most of the time, I just can’t get in front of enough of the right prospects.” Caryn’s team of senior business developers known as Kopp Door Openers® find the right opportunities and secure initial meetings for their clients. Imagine how helpful it would be to have someone else do the high level prospecting for you!

A best-selling author, nationally recognized speaker, and an expert in Business Development, Caryn can be seen in Inc., Fortune Magazine, Forbes and Newsweek and has been interviewed on The Wall Street Journal Morning Radio Show. Her webinar “Overcome More Objections, Close More Sales!” can be seen on Verne Harnish’s Gazelle’s Growth Institute where she is a faculty member. She is also the author of *The Path to The Cash!® The Words You NEED To Bypass Those Darned Prospect Objections*, the Go-To Book for getting in the door with prospects. She co-authored her latest book *Biz Dev Done Right* which helps business leaders and their sales people understand the blind spots in the sales process and gives critical strategies for getting Business Development right.

Caryn received her MBA from NYU’s Stern School of Business and her undergraduate degree from Babson College. She has held board positions for the Entrepreneurs’ Organization (EO), National Speakers’ Association (NSA) and Enterprising Women Magazine. Caryn is also a member of the Women’s Presidents Organization (WPO).

Kopp Consulting is recognized on the Inc. 5000 list, was named one of NJ’s 50 Fastest Growing Companies, received the Stevie Award for Sales Outsourcing Provider, the SmartCEO Future 50 and Brava Awards, the NJ BIZ 50 Best Women in Business award and was and NJ BIZ Business of the Year Finalist. Caryn has also received leadership awards including the Top 25 NJ Leading Women Entrepreneurs, Enterprising Women of the Year and the Stevie Award for Female Entrepreneur of the Year.

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