



EVAN POLIN

VP, Strategic Relationships

As VP of Strategic Relationships for GTM, Evan is responsible for business development, growing the footprint of GTM, and adding new partnerships to the firm. In this role, Evan supports GTM in building a client-focused business development culture that drives expanded and new revenue, managing sales operations, and providing business intelligence that advances GTM's position in markets served.

Prior to joining GTM, Evan was President of Sandler Training at The Training Resource Group (TRG) where he spent over 18 years developing a book of business, building relationships with clients and strategic partners, and training and coaching his clients (including GTM) on the Sandler Sales methodology. During his tenure at TRG, he helped hundreds of businesses develop their professionals and implement sales cultures that enabled them to double sales, increase profit margins, and increase market share.

Evan applies his background in behavioral health and business development to understand his prospect's needs and to deliver solutions that will help them accomplish their goals. He focuses on working in an advisory role to ensure that his clients get what they need, when they need it. Leveraging his years of sales training expertise, Evan co-authored the book *Selling Professional Services the Sandler Way: Nobody Ever Told Me I'd Have to Sell*.

A NJ native, Evan currently resides in Gibbsboro, NJ with his wife Caryn and son Jake. He enjoys spending time with family and friends, cheering for Philadelphia sports teams, traveling, and coaching his son's youth soccer team.

EDUCATION: BA in Psychology and Sociology from the University of Delaware

Master's in Social Work from The University of Pennsylvania

CONTACT



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"It's not about having the right opportunities. It's about handling the opportunities right." -Mark Hunter

