

Bryan Neale

BIO

Bryan is THE Blind Zebra and founder of Blind Zebra Consulting, his sales and training company based in Indianapolis. A self-proclaimed “deal work junkie,” Bryan has worked with B2B sales teams, managers and CEOs for more than two decades.

Bryan began his career at Proctor & Gamble. He also worked as a National Sales Manager for a boutique commercial finance firm and was a Partner at Caskey Achievement Strategies for almost 10 years. He is the co-host of The Advanced Selling Podcast, the longest running sales training podcast in the world. He is the founder of Training Camp in Indianapolis, a monthly training program for sales and business development professionals.

Bryan grew up in Newburgh, IN. He earned his degree from Indiana University, where he co-founded the IU Dance Marathon in 1991 (now the second largest student-led fundraiser in the United States).

Bryan's talents don't stop there— he also taught himself to play the piano by ear, earned his private pilot's license and was a winning contestant on The Price is Right.

Though best known as a sales trainer, speaker and proud Dad, Bryan has another interesting job. He has been refereeing football for 28 years. After spending 8 years as a Big Ten Football official, Bryan's longtime dream came true in 2014 when he was hired to referee in the National Football League. He is beginning his sixth season as an Umpire in the NFL.

