



Todd Hockenberry and Top Line Results specialize in leading top line revenue growth at small and medium-sized companies with a focus on B2B, manufacturing, technology, and capital equipment.

For over 9 years Top Line Results has been a leader in educating and helping B2B companies adapt to the new realities of Internet-driven changes in buying behavior. Top Line Results is a Gold Level HubSpot partner and experts at using online tools to drive significant new leads and revenue for clients.

Todd has almost 30 years of experience in direct selling and leading organizations selling technology, capital equipment, and services in global industrial markets. He has developed and cultivated direct sales teams as well as managed sales representative and distribution networks - all to significant sales improvements.

Todd has launched new products in domestic and international markets, extended existing ones to new sales records, and rescued dying companies by reinvigorating teams and re-launching products.

Todd is the co-author of "Inbound Organization: How to Build and Strengthen Your Company's Future Using Inbound Principles", scheduled for release in April 2018 by John Wiley & Sons.

Todd resides in Orlando, Florida with his wife Leanne, their three children, two labradors Crash and Walter, and Kiki the dog cat.

Inbound Organization at Barnes & Noble - <https://www.barnesandnoble.com/w/inbound-organization-dan-tyre/1127481141?ean=9781119482451>

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