

Michael Scheelhardt

Founder of Sales Innovator · Author of *The Sales Innovators*, Second Edition

Michael Scheelhardt is the founder of Sales Innovator and the author of *The Sales Innovators*, Second Edition, a value-selling method for B2B sales teams built for the age of Agentic AI.

He spent 29 years in enterprise technology sales at Oracle, Microsoft and Infor, selling across Australia, New Zealand, Asia and Europe. At Oracle he led conversational AI and sales innovation programmes across Japan and Asia-Pacific. Earlier, at Bang & Olufsen, he co-developed the open innovation and platform strategy for a tablet more than three years before the iPad.

He has studied Eastern philosophy for 15 years, including a period living as a monk in India. He is an Art of Living instructor and now teaches his own meditation and breathwork method, built on the same teachings and designed for business people.

Michael has spoken at the Oracle AI Conference in Kuala Lumpur, the AI Summit in Melbourne, Digital Humans & AI in Copenhagen and PMI Sydney. He is based in Sydney.

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