

# WOMEN'S BUSINESS

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Vol. 2, Issue 5 • MAY 2006

The Professional and Business Women's Journal

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WBC READERS' CHOICE

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## Top 10 Women in Sales

Each month, *Women's Business Cincinnati* asks readers to nominate women for a Top 10 list in a particular career. In this issue, we present the Tristate's Top 10 Women in Sales, selected by the *Women's Business Cincinnati* staff based on those nominations. The June issue will feature the Top 10 Women in Travel. In addition, nominations are being accepted until May 18 for our July list, the Top 10 Veterinarians — e-mail Editor Cindi Andrews at [cindia@womensbusinesscincinnati.com](mailto:cindia@womensbusinesscincinnati.com) for a nomination form.



**Pam Beigh**

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*President  
Salescore*

Nominator **Jean Lauterbach**, Prism Consulting: Pam founded Salescore in 2003, recognizing that while successful sales are the lifeblood of a business, many of their sales departments underperform. She specializes in creating customized strategies for

small and mid-sized businesses to ensure profitable sales. Pam has more than 20 years of sales, coaching and client development experience, including past positions with Digital Equipment Corp., Drake Beam Morin and WhittmanHart. Pam's strength is the strategic, measurable approach she takes to analyzing a sales structure, designing a solution and supplying the tools for ongoing success. Pam is a board member of the West Chester Rotary Club and serves on the SEBC Leadership 21 board of directors.

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