



POWER HOUR

SPEAKER
BIO



Jay Mincks | Executive Vice President, Sales and Marketing, Insperty

Jay E. Mincks is Executive Vice President of Sales and Marketing at Insperty. As head of the Company's growth division, Mr. Mincks is charged with executing ambitious sales goals nationwide each year through developing innovative selling strategies, launching effective lead generation and cross-selling programs and promoting a solid corporate brand. He also oversees the production of special events, such as the Insperty Championship™ presented by UnitedHealthcare®, an award-winning Champions Tour event, as well as community involvement initiatives across the country. Mr. Mincks joined Insperty in 1990 as a District Sales Manager. His early success led to numerous promotions, including Regional Sales Manager in 1993 and Vice President of Sales and Marketing in 1997. Mr. Mincks was elected to his current position in early 1999. As a result of his leadership, Insperty has experienced tremendous growth, with company revenues increasing dramatically from \$70 million to over \$3 billion. In 1993, Mr. Mincks led the opening of the first office outside of Houston and has since grown the number to 65 offices in 27 major markets throughout the United States. In addition, Mr. Mincks serves as Chairman of the Greater Houston Golf Charities and Vice President of the Board of Directors for Somebody Cares America. He holds a business degree from the University of Houston.



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