

# UK - Consultant

A Sales & Business Management professional, has spent over 25 years in the UK & European IT Services Industry. She has worked in both IT Services & Outsourcing, Solution Sales and for many years specialised in HR and Payroll Outsourcing and Enterprise Applications. From 1999 - 2005 She worked for one of the UK's largest IT Outsourcing Company's and has first hand experience of the Sales and Delivery in IT Applications Outsourcing and Business Process Outsourcing, including utilisation of Offshore.

Having held various leadership roles in Sales & Business Management, including main board positions as Sales Director and Managing Director, she now works on a freelance basis and has established a highly successful Sales & Business Consultancy. With her enviable track record in new business sales and significant personal sales success - she utilises her excellent experience in Sales Leadership, Development and Motivation to assist businesses build and enhance their Sales capability and Selling Strategies, along with providing Consultancy on the procurement and delivery of IT Outsourcing and BPO.

Results driven, she has a 'down to earth' collaborative approach which is highly respected by her Clients. Her Consultancy Services range from establishing sales strategies & processes to coaching, managing and motivation in selling and sales teams, sales training, sales presentation skills, bid writing and management, closing and ongoing account development. Additionally, Consultancy Support for the procurement and delivery of Outsourcing & BPO can also be provided along with insights into utilising Offshore Delivery.

She utilises her business development 'personality' to facilitate workshops and business teams in 'out of the box' thinking. As a qualified Sales Trainer she uses her personable approach and team building skills to create an environment in which people are encouraged to succeed.

In the area of Business Leadership and Management, she has first hand experience of taking a disparate and loss making business and transforming it into one that was structured, sales led and profit making. Much of this experience she now utilises to assist Clients identify and solve problem areas.

A natural leader, 'people person' and skilled presenter - she works from within a team and with people to gain results. She can 'trouble shoot' enterprise and sales situations to agree actions, formulate plans and manage change. She has a strong aptitude to gain business and people buy-in, thus improving the chance of speedy implementation and achievement of success from any project, programme or assignment she is working on.