

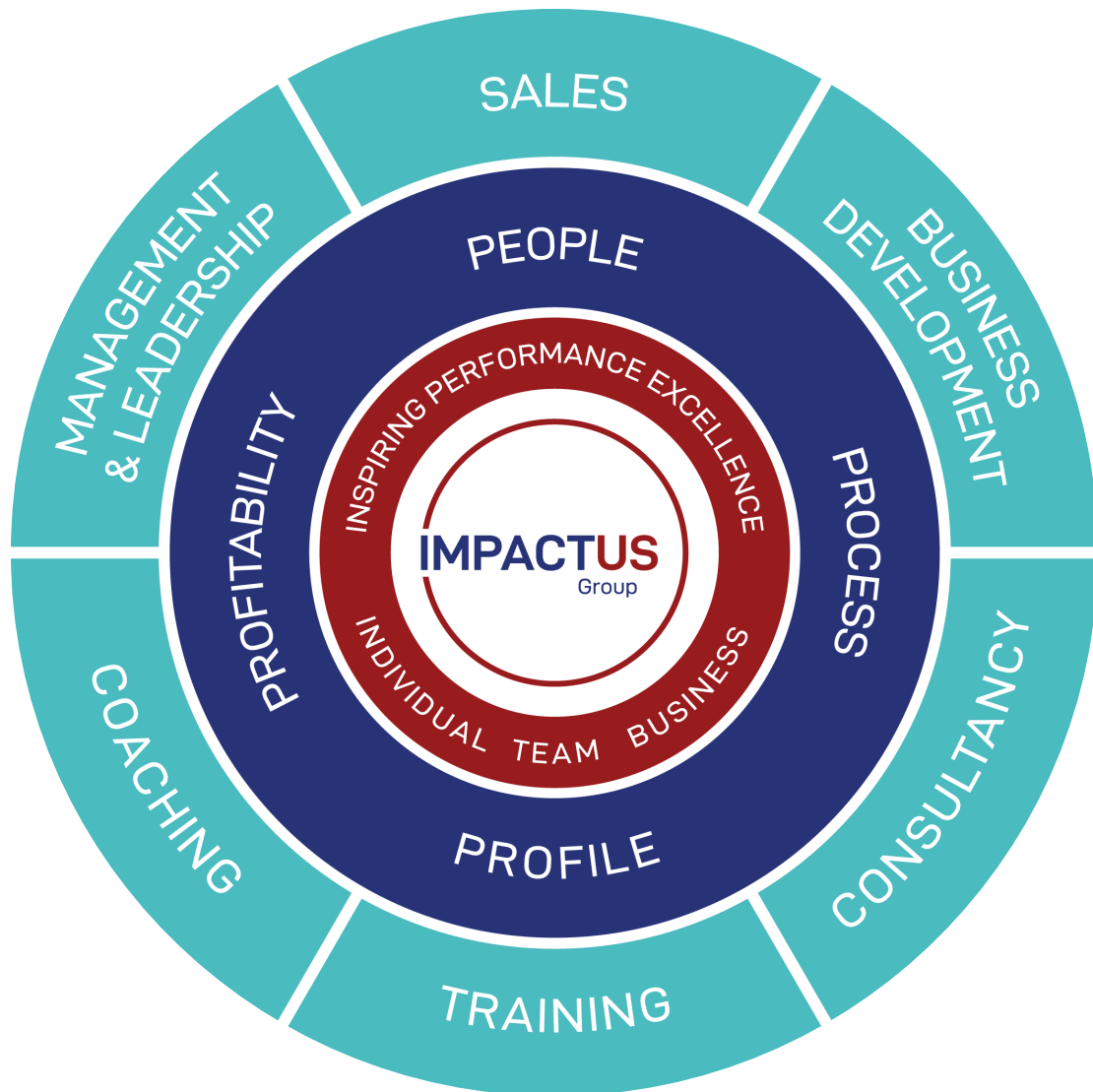


**CONSULTANCY,
TRAINING, COACHING SUPPORT
AND DEVELOPMENT PROGRAMMES**

2020



Why choose IMPACTUS Group?



**Inspiring performance excellence
in individuals, teams and businesses**

Areas of expertise

Delivering growth through consultancy and training

- Sales and business growth strategy
- Sales processes and sales systems improvement
- Sales re-structure and sales re-focus projects
- High growth sales support – new products / new markets / new focus
- Creating a pro-active business development strategy and culture
- Leadership development programmes
- Tomorrow's leaders today – emerging talent programmes
- Maximising the customer or client experience to increase sales
- Bespoke sales and business development workshops and programme design
- Immersive learning activities - content creation and delivery
- High-impact bite-sized workshop programme
- Extensive sales and business development webinar programme



Teams and individuals...

Who do we work with to inspire performance excellence?

- New sales professionals
- Experienced sales professionals
- Business development representatives
- Sales managers and directors
- Business development managers and directors
- Key account managers and directors
- Internal and external customer engagement teams
- Supervisors – new and experienced
- Team leaders – new and experienced
- Managers – new and experienced
- Leaders – experienced and emerging



Training and development...

Tailor-made or off-the-shelf - our areas of expertise and influence

- Presenter and presentation skills
- Keynote content creation
- Practical sales and business development skills – across the whole sales cycle
- Personal brand and professional impact
- Building genuine commercial value
- Mapping and maximising your customer engagement
- Creating an effective coaching culture and environment
- Management development – sales team or other business areas
- Leadership culture and leadership development
- Train the trainer
- We also provide expert facilitation services





IMPACTUS Group

Flexible training delivery options



WEBINAR PROGRAMME

What's involved?

- Business or Departmental Strategy
- Supervision, Management & Leadership
- Business & Sales Development
- Soft Skills Development



ONLINE SALES ACADEMY

1 Hour high impact

What's involved?

- Creating an Impactful Sales Action Plan
- Running an Effective Sales Campaign
- Maximising Your Customer Touchpoints
- Creating Inspiring Content
- Pitching Your Business
- Pitching Via Zoom
- Negotiating & Closing
- Key Account Development



THE IMPACT SESSIONS

With Nick Bramley

Our flexible coaching solution...

Team motivation, confidence, skills, productivity and direction

- Personal coaching
- Business coaching
- Team development coaching
- Confidence coaching
- Sales coaching



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- High-impact 3 session programme
 - Building blocks 6 session programme
 - A range of other affordable, flexible options available
 - Appointment of specialist, individual coach
 - Always results focused

The IMPACTUS Group coaching model



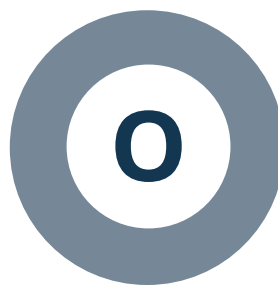
GOAL

What do you want
as an outcome?



REALITY

What is the
current state?



OPTIONS

What are the
opportunities and
possibilities?



WAY FORWARD

What do you
commit to do?

Delivering confidence and results...



Risk v Reward

Choosing an external training provider, consultant or coach can be a risk...

- That risk can be financial, operational, organisational or reputational.
- Not all training providers, consultants and coaches are the same!
- How do you know that they are the right fit for you and your organisation?
- Will they understand and reflect your culture and values?
- Will they inspire and engage your team to new heights of professionalism and performance?
- Can you mitigate the risk of getting it wrong?
- With IMPACTUS support our client base and UK University and leading UK Business School Accreditation is your guarantee of success!



Areas of our experience...

Some sectors we work in (not the full list)

- Academia – universities, business schools, higher education, high-growth programmes
- Construction and related industries, inc supply chain
- Engineering – manufacturing and service delivery
- Events and event management
- Export and international trade
- IT and technology
- Manufacturing
- Logistics and distribution
- Media and publishing
- Pharmaceutical and associated services, inc supply chain
- Professional services – legal, insurance, accounting, financial services
- Product design, innovation and manufacture
- Public sector and third sector – fire service, charities and social enterprises
- Science and technology – inc science parks and science park tenants
- Security services – business





Who do we work for?

...and who accredits and certifies us?



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in individuals, teams and businesses**

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