



Training Programmes – 2020/21



IMPACTUS Skills



www.impactus-group.com



Training Programmes – 2020/21

Nick Bramley of IMPACTUS Skills has a UK wide (and growing international) reputation for designing and delivering memorable, engaging and practical, high quality training workshops and programmes that deliver lasting confidence, improved skills and a significant return on both time and monetary investment.

We engage, facilitate, host and challenge in a safe environment providing the level of professional critique and feedback that delivers significant delegate performance improvement – guaranteed.

The following is a list of our current 2020/21 ready workshops and programmes that are available as bespoke in-house sessions. Unless otherwise stated, each session can be delivered from a high-impact 2-hour taster, through a half day to a full day of interactive workshop delivery, depending on your required depth of content, delegate participation levels, number etc.

We also offer one-to-one coaching & mentoring in some key areas - just ask to see if this would be an option to suit you.

Presenter & Presentation Skills

- Presenter and Presentation Skills Training & Coaching – 1 Day
- Keynote Speaker Training & Coaching – 1 Day
- New Business Pitching, Work Winning Skills Training & Coaching - 1 Day
- Media Skills Training, Coaching & Mentoring - (Coming Soon)

Sales & Business Development

- Building Business Development Confidence for Professionals – 1 Day
- Delivering Growth Through Sales, Marketing, Social Media & PR – 1 Day
- Effective Client Leveraging & Management
- Influencing Skills for Sales & Business Development
- Creating a Sales Funnel From LinkedIn
- Managing Effective Sales & Business Development Campaigns
- The Power of an Effective Sales and Business Development Strategy
- Negotiation & Closing Skills & Techniques – ½ Day
- Networking with Skill & Confidence
- Your Personal Brand & Professional Impact – 1 or 2 Days





Sales & Business Development (Continued).....

- Prospecting for New Business
- Sales Development Programme – 2 Days or 3 Days
- Managing Face to Face Opportunities & Meetings
- Telemarketing & Telephone Sales Success
- Forget Price, Maximising Your Margin – Effective Negotiation Skills – 1 Day
- The High Performing Sales Representative – 1 or 2 Days
- The Sales Growth Plan for an Ambitious Business
- Upselling & Cross Selling
- Building Genuine Commercial Value
- The Power of Marginal Gains on Your Business
- Maximising Your Customer Engagement & Sales Impact

People Development – Leadership & Management

- Developing an Effective Coaching Culture
- Effective Supervisory Skills – 2 Individual Days
- Leadership & Management Skills – 3 - 5 Day Programme
- Managing Through & Embracing a Change Management Culture
- Creating & Managing a High Performing Sales Team
- Managing A High Performing Team
- Prioritising & Planning for Success
- Train the Trainer – 2 Days

Marketing

- Creating an Effective Marketing Strategy
- Marketing Effectively Internationally
- Connecting Marketing to the Sales Cycle
- Practical Marketing for Non-Marketeers
- Maximising Your Customer Journey & Touchpoints
- Generating a Return on Your Marketing Investment
- Creating a Genuine Expo Return on Investment





In addition to the above we offer a number of branded **Bite-Sized Learning Workshops** based on a **Top 10 Practical Tips Theme** – these sessions, branded under our **Business at Breakfast or Lunch 'n' Learn** offerings typically run for between 2 hours and a half a day but again, can be delivered in shorter bursts, even as a Keynote Presentation at a Conference;

- The Psychology of Selling
- Sales Campaign Planning & Execution
- Prospecting for New Business
- Telephone Sales Skills
- Pitching Your Business
- Creating Results from Client Meetings
- Objection Management & Closing Techniques
- Closing Business in Meetings
- Motivating & Influencing Your Clients & Customers
- Client / Customer Development Strategies
- Embracing A Change Management Culture
- Effective Networking Skills
- The Power of LinkedIn
- Leadership & Management Success
- High Impact Presentations
- Making Your Expo Presence Effective
- Grow Your People Through Your Business
- Top Tips for Developing a Marketing Strategy
- Tendering, Proposals & Client Pitching
- Managing a High Performing Sales Team
- Creating & Managing High Performing Sales Functions & Processes
- The Power of Influence

**NICK
BRAMLEY**

Director of Impact (CEO)

T: +44 (0) 113 328 0384

M: +44 (0) 7885 463495

E: nick@impactus-group.com

www.linkedin.com/in/nickbramley

Inspiring Performance Excellence in Individuals
Teams & Business



www.impactus-group.com