

Trainer Profile: N.F.

3 things you need to know about N.F.

1.

N.F. has been responsible for change management in many organisations including a Government run business advisory service, where the change requirement resulted from political restructuring.

2.

He was chair of the board of a local social enterprise, COSMIC, in 2005 and remains a member of the organisation

3.

He has a Pragmatic, 'getting it done', attitude to achieve effective delivery for the clients.

N.F. is a business consultant and trainer, and an expert in developing people to achieve peak performance and excellent results. For the last 12 years he has been involved in the delivery of training and consultancy across many sectors including Private Enterprise, DWP, HMRC, Local Government, Law firms, NHS and Dental deaneries and the Oil & Gas industries in the Middle and Far East.

His broad experience originated in the commercial sector, including sales, print & publishing. During this time, he was responsible for production and sales management, and operations management in the public sector and board direction in the private sector. Throughout his career N.F. has been involved in recruitment and selection of staff, managing individuals and teams in order to achieve target outcomes. He has established staff development centres and applied 'action learning set' techniques. Through this, he acquired a balanced experience of managing teams of staff in the public and private sectors and a wide range of experience in the delivery of Government and European funded programmes.

In his role as a trainer his areas of expertise are Sales, Marketing, Negotiation & Presentation Skills, Customer service, SME Business Advice, Director development in SME, Finance for non-financial and general Management and strategic planning.

In the past, he has successfully delivered trainings on these and related issues in the Public, Private and non-profit sectors. Further, he has done a wide range of trainings for various Councils in the UK, as well as for overseas Government agencies. His clients were numerous PLCs and SMEs, and he has also worked for many years for NHS dentistry management course delivery.

In these trainings he covered a wide range of different specialisms, such as Sales and Sales Management workshops, Customer service training, Organisational Development & Change Management, Leadership skills, Negotiation skills, Management training, Dental practice management and development, Team work and interpersonal skills, Personal development in meetings and making, presentations, Director level coaching and professional development.

In this trainings N.F. follows an open and honest approach with clear communications throughout the sessions. His focus is on Strong lead on style and approach to be taken with client.

N.F. is an expert in...

- ✓ **Sales & Customers Service**
- ✓ **Negotiations**
- ✓ **Business Management**