

A specialist sales training and business consultancy offering a unique range of development programmes

What you get when you choose us:

Executive Playground is a creative, results orientated consultancy which provides high quality training and coaching services to corporate and SME businesses. Our programmes are individually tailored to achieve our client's specific objectives and include profiling and one to one coaching to personalise learning and maximise application in the workplace.

Sales personnel always need to build great relationships with customers and clients to increase sales. Leaders and managers have to develop their people skills to achieve business objectives. We specialise in **Advanced Communication and Influencing Skills** to help you meet these needs. By being strategically creative our facilitation and consultancy services help resolve higher level business issues and develop new opportunities.



Our Programmes

Take a look at our programmes below. We design them uniquely for your company to achieve your specific business objectives:

- **The Sales Achiever**
From Prospecting To Closing skills this 'end to end' Consultative Selling sales training programme covers the essential skills needed to become a high performing sales professional.
- **The Sales Accelerator**
An advanced communication skills programme for experienced sales professionals to take their selling skills to the next level
- **The Sales Motivator**
Equips Sales Managers with the skills and competencies needed to lead and motivate teams to achieve sales targets.
- **Impressive Presentations**
How to structure presentations and use advanced linguistic skills to get your message across powerfully. No PowerPoint, no gadgets, just you and your audience!
- **The TeamVention Challenge**
Creative teamworking for management and project teams who work on real business issues or opportunities to develop creative solutions. Teams then compete for The TeamVention Challenge Award for the best ideas.
- **Business & Executive Coaching**
One to one coaching and Coaching Skills training to develop the full potential of your people and maximise results in the workplace
- **Talent Management**
A range of services to help you attract, recruit and retain high performers including Psychometric Profiling and Career Coaching

Our Development Process

Our flexible approach gives you a great choice for in-house training programmes.

1. Choose an existing 'skeleton' programme and have it tailored to your needs.
2. Have a programme designed for you, fully bespoke.
3. Transfer the skills in-house and deliver it yourself. We design Train the Trainer programmes too.

Whichever option you choose, should we work together we offer a half day fully facilitated business and training needs session to identify the real issues and opportunities available to you

We hit the right targets - so you get a return on investment