



Linking Sales to Profit!

Introduction

Colin's Achievements

2008 – Developed “The Sales Master Class” program which is mapped into the framework of a nationally recognised qualification SIR30307 Certificate III Wholesale

2008 – Successfully completed TAA40104 Certificate IV in Training & Assessment

2006 & 2007 Sales Manager - Major Accounts Division for one of the Leader, High Profile, Office Technology Manufacturers

2006 - National Sales Training Company researched Colin's strengths and achievements for winning New Business Development in 2005 and created reference materials / case studies for the Sales Team Nationally!

Honours Award – New Business Development 2005 Rookie Award – Incentive Trip to the Isle of Capri, Italy

Nov 2005 – National Extraordinary Sales Achievement Award – Commonwealth Games

2005 - Winners Circle Incentive Trip – Queenstown NZ

2003 & 2004 Sales Manager for one of the largest independent Office Technology Company in Australia

2002 – Champions Club – July 02 - 115% Budget

2001 – Awarded Victorian Sales Achiever of the Year 2001

2001 – Champions Club – 2 Million Dollar Club

2001 – Champions Club – 137% Budget - Hayman Island

2000 – Champions Club – 100.8% Budget – Mexico

1999 – Champions Club – 102% Budget – New Zealand

1998 – Champions Club – 140% Budget – Canada

1997 – Champions Club – 103% Budget – Hawaii

Awarded by National Finance Company for the largest introducer of finance for 1998, 99, 00 & 01

“Outstanding. Customised examples for each participant. Drew from depth of experience and knowledge but always accessible, interesting and interactive.”

Yamini Naidu –
One Thousand & One

