

Winston Cahill

Learning and Development – Minnesota

Overview:

Winston brings experience in management, education, retail, and healthcare to each consulting relationship. As a consultant his goals are his client's goals and his role is to make the clients vision a reality.

Winston has built a history of success working with executives and with front-line staff, because he is a genuinely interested in the people and future, not just the project. His ability to help companies and people be successful is demonstrated by repeat engagements.

With personal philosophy of "portfolio living" Winston volunteers in his community in several ways, for example he recently helped secure funding that supports First Responders following workplace crisis.

Representative Engagements:

- Deployed training to more than 200 operations managers to improve communication with staff and reduce litigation following involuntary terminations; the legal department reported a cost savings for more than \$15K in first year
- Designed training for multiple management teams to improve employee job satisfaction as well as performance; the primary focus of each program has been transparency and communication; each client reports improvements in the workplace
- Sourced and deployed business-to-business sales training in a volatile healthcare market, for a more than 100 sales people, incorporating the executive team into the training program to build credibility and consistency
- Trained job-seeking skills for college students who were 90-120 days from graduation; 9 of 10 students choose an employer by graduation
- Designed both training and Train-the-Trainer for front-line nurses who demonstrate proprietary healthcare software to executives from client companies; beginners completed three, multi-day sessions to establish baseline skills, and experienced staff completed two annual sessions; the sales force reported an increase closure rate of 40% when using a trained nurse-demonstrator
- Designed and deployed computer-based sales training, building knowledge of the buyer and the products