

# Graham Roberts-Phelps

Business Coach, Training, Speaker and Consultant

## About me

Over the last twenty five years I have personally trained or coached over 30,000 business professionals in 20 countries and hundreds of organisations.

- Substantial experience as a Senior Manager, Training Professional and Sales Director.
- Over twenty years' experience as an International business trainer, coach and consultant.
- Expert in all aspects of designing and delivering training across a variety of mediums, including bespoke global training programmes using live, video and online learning tools.
- Published book author and creator of various websites and online learning programs.



## How I can help...

*Friendly, informed, practical and expert advice and coaching*

### Business Skills Training

A range of different business topics, delivered online or a live classroom. Personalised and tailored to your requirements and objectives.

### Career Coaching

Including interview techniques, confidence building and career planning. Online consultation and coaching.

### Professional Speaker and Presenter

I can provide professional presentations and motivational speaking at a range of events.

### Freelance Fastrack

If you are planning to start your own business or currently work for yourself, I can help you. With years of practical experience and expert knowledge.

### Business Consulting

Are you looking to grow your business? Facing difficult decisions or business challenges?

Free initial consultation.

*“Very knowledgeable and extremely well presented and structured”*

*“Very confident in the subject, and amusing too. Made the course very interesting. A very clear good sales model to use going forward.”*

[contact@grahamphelps.com](mailto:contact@grahamphelps.com) or call 07515 851691

## Academic Credentials:

- Degree in Marketing - (University of Plymouth, UK)
- Master trainer of NLP – NLP International / Richard Bandler
- Diploma in management – Open University

## Professional Experience

Top-performing Business Manager, IT Support Manager, Marketing Director and Head of Training with forward-thinking organisations including:

- **Head of Sales Performance (Europe) for Thomson Reuters.** Responsible for training and development for over 500 customer facing staff across seven countries.
- **Managing Director, 8020 Training Ltd.** Independent training company specialising in in-house business skills training.
- **Sales and Marketing Director, The Pearson Group** (Longman training and the Financial Times). Built and managed a team of over sixty sales people and account managers.
- **Senior Consultant, Hoskyns PLC.** IT managed services provider. Account manager for several large financial clients including Lloyds, C&G, Bank of Ireland and others.
- **Sales Manager ISC Systems.** Responsible for developing and managing front and back office systems integration services to UK building societies.
- **Major Account Sales, Entre Computer Systems.** Large value sales of PC-based and microcomputer-based companies in the Bristol area.

I have a degree in Marketing from the Chartered Institute of Marketing and am qualified NLP Master Trainer and member of International Institute of Coaching. Published author

