

ALISON KILGOUR COACHING

Business Development Coaching

Commercial development for graduates, emerging leaders
and middle managers.

Data-Driven Intelligent Coaching



BUSINESS DEVELOPMENT COACHING

BUILD THE NEXT GENERATION OF RAINMAKERS.

In property, construction and professional services, important client relationships and work-winning knowledge often sit with a small number of senior people.

Meanwhile, technically capable graduates and managers may have had little structured support in developing their own commercial contribution.



Through workshops, development programmes and individual coaching, your people learn to build commercial confidence, develop client relationships and recognise opportunities. Practical actions between sessions help them apply those skills in their own roles.

BUSINESS DEVELOPMENT COACHING

HOW CAN BD COACHING HELP YOUR BUSINESS?

You develop more people who can represent the organisation confidently and contribute to its commercial future. Existing networks and digital strengths become a starting point for building meaningful relationships, with greater attention to conversations, follow-up and opportunity creation.

For participants, the benefit is knowing how to move beyond technical delivery and become more confident in a wider commercial role. For leaders, it is an investment in sharing knowledge and preparing the people your business will depend on next.

Over time, that supports stronger succession and reduces reliance on a few individuals to maintain relationships and bring in work.



48% of UK employers surveyed increased their efforts to develop talent in-house over the past year.

Source: CIPD, Resourcing and Talent Planning Report 2026.

“Are your people also learning how to contribute to winning work?”

TALENT NEEDS MORE THAN A
SCREEN TO BUILD RELATIONSHIPS.

AS LEADERS, WE OWE THE NEXT
GENERATION THE COACHING AND
CONFIDENCE TO MAKE
CONNECTIONS THAT COUNT

COMMERCIAL SKILLS THEY CAN PUT INTO PRACTICE.

We agree the participants, development priorities and delivery format with your leadership team. Workshops, development programmes and individual coaching are shaped around each person's experience, responsibilities and commercial goals. Before delivery begins, you receive a proposal setting out the scope, session format, timetable, fees and how progress will be reviewed.

COMMERCIAL CONFIDENCE

Support to introduce themselves, start conversations, explain their value and represent the business with greater assurance.

NETWORKS & RELATIONSHIPS

Practical guidance on developing useful connections, making the most of existing contacts and digital networks, and maintaining relationships over time.

OPPORTUNITY CREATION

Developing the ability to recognise signals, ask relevant questions and follow up with purpose, so promising conversations have a clearer next step.

COMMERCIAL SUCCESSION

Helping graduates, emerging leaders and middle managers take on a broader commercial role, with knowledge and capability shared beyond the senior team.

HOW LEARNING BECOMES USEFUL

Participants put agreed actions into practice between sessions, from starting a client conversation to following up a new connection. We review what happened, address barriers and agree the next step, connecting development to their everyday commercial responsibilities.

CLEAR GOALS MEANINGFUL KPIs MEASURABLE PROGRESS

We start by understanding your business priorities, each person's role and where they need support, then agree clear goals and practical KPIs that give their development direction. These might include building a relevant network, consistently following up, initiating client conversations, identifying opportunities or contributing to proposals and pipeline.

Coaching gives them the skills, confidence and accountability to work towards those goals, with agreed actions to put into practice between sessions.

Regular reviews assess progress, address barriers and refine the approach, helping each person understand how their activity contributes to winning work and building stronger client relationships.

You gain visibility of their development, while they gain a clear understanding of what is expected, how to achieve it and the commercial contribution they can make.

Why work with Alison?

I bring nearly three decades of experience in property, construction and business, including building relationships, winning work, negotiating deals and leading teams.

That commercial experience shapes practical coaching to help your next generation of rainmakers develop their confidence, capability and contribution.

BOOK A
CONVERSATION

EXPERIENCE THAT UNDERSTANDS THE REAL WORLD.

Alison Kilgour brings nearly three decades of experience in property, construction and business, alongside professional coaching, fitness, nutrition and mental health training.

Her background includes building a business, winning work, negotiating deals and leading teams in demanding commercial environments. That experience shapes coaching which understands professional responsibility, competing priorities and the need for advice people can put into practice.

Qualifications, Specialist Training & Memberships

- Association for Coaching Member
- BSc Quantity Surveying
- Level 3 Diploma in Personal Training
- Level 3 Pre & Postnatal Exercise & Nutrition
- Menstrual Cycle & Menopause Exercise/Nutrition
- Mental Health Awareness & First Aid
- CIMSPA - Member (MCIMSPA)

“I coach people
who carry a lot.”

Across all three services, the approach follows the same principles.

REAL LIFE FIRST

Your training, habits and development need to fit the life or business you actually have.

DATA, NOT GUESSWORK

Track what matters, understand what it tells us and use the evidence to guide your next step. Progress is measured, not assumed.

INTELLIGENT ACCOUNTABILITY

Clear expectations, honest conversations and consistent follow-through, with adjustments when circumstances change.

You receive personal attention, practical direction and a clear connection between the work you put in and the progress you are aiming for.



OTHER COACHING SERVICES

OTHER COACHING SERVICES

Support for you, your people and your business.

FITNESS & LIFESTYLE COACHING

Give your own health a place in the diary.

Bespoke online training, nutrition and lifestyle coaching helps busy professionals work towards fat loss, strength and better energy. Your programme, weekly check-ins and progress data sit together in the 1Fit app, with personal feedback and adjustments that keep your plan working around your life.

CHOOSE THE SUPPORT THAT FITS.

Appoint Business Development Coaching on its own, or combine it with Corporate Wellness Coaching for workforce wellbeing and Fitness & Lifestyle Coaching for individual health goals. Each service has an agreed purpose, scope and goals, building support around your people and business priorities.

CORPORATE WELLNESS COACHING

Bring wellbeing into the working week. Your people deserve support that lasts beyond wellness week.

Practical workshops, leadership coaching and ongoing programmes help your workforce build healthier habits, manage their energy and recovery, and make wellbeing part of how your business operates.



FREQUENTLY ASKED QUESTIONS

GOT QUESTIONS? I HAVE ANSWERS.

WHAT BUSINESS CHALLENGES CAN THIS HELP ADDRESS?

Business Development Coaching helps when technically capable people need greater confidence in networking, client conversations and opportunity creation, or when relationships and work-winning knowledge are concentrated within a small senior team. We agree where development can make the most useful contribution to your business.

HOW IS THE COACHING DELIVERED?

Through workshops, development programmes and individual coaching, shaped around participants' roles and experience. They practise agreed actions between sessions, then review what happened, address barriers and build their skills through real commercial situations.

CAN WE START WITH A SINGLE WORKSHOP?

Yes. A focused workshop can address a particular development need or introduce the foundations of commercial confidence. It can stand alone or become the starting point for a longer programme with ongoing practice, coaching and review.

WHO SHOULD TAKE PART IN BUSINESS DEVELOPMENT COACHING?

Graduates, emerging leaders and middle managers who need to develop their commercial confidence, relationships and contribution to winning work. The content reflects their experience and responsibilities.

HOW WILL WE KNOW WHETHER IT IS WORKING?

We agree your starting point, goals and relevant measures, then review progress at agreed intervals and adjust the approach where needed.

WHAT DOES IT COST AND HOW LONG DOES IT TAKE?

You can appoint me for a focused workshop, individual coaching or a development programme. Following an initial conversation, you receive a proposal setting out the support included, participants, delivery schedule, duration and fees before you commit.

CAN SERVICES WORK TOGETHER?

Yes. Each service can stand alone or form part of a wider engagement, with an agreed purpose and outcomes for each area.



ALISON KILGOUR COACHING

BOOK A CONVERSATION

Let's discuss where your people need greater commercial confidence and how you want them to contribute to your business.

We will explore your priorities, identify who would benefit from coaching and outline the right support, with clear goals, delivery arrangements and investment agreed before you commit.



info@alisonkilgour.com



+971 500 266 605



www.alisonkilgour.com

Data-Driven Intelligent Coaching

