

DEWIHUGHES

Communication, influence and persuasion in Animal Production





AREAS OF EXPERTISE:

- Management Development Programmes Design & Delivery of management development programmes.
- Executive Coaching Programmes One to One coaching & mentoring •
- Facilitation Services Design & facilitation of business meetings/conferences (Team level through to Board).
- Conference speaker NHS Mentoring Services providing industry personnel access to a network of senior NHS personnel. 2011 Launch of INSIDE NHS Unique experiential learning

CAREER EXPERIENCE:

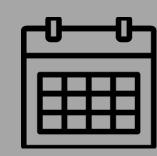
- Quaker Oats Ltd Territory Salesperson FMCG •
- 3M Healthcare Territory Salesperson & Sales Trainer •
- Codman UK (A J & J company) Sales Executive and National Sales
 Training Manager •
- Innovex Management of Sales, Nurse Adviser, Clinical Teams. Director of a £5.4m Clinical Contract Hire business. National Sales Director Envoy Healthcare
- Fit for Business Ltd founder & Managing Director Contract
 Sales/Recruitment Services •
- D W Hughes Ltd Learning & Development Consultancy

Program content V

- Adapt to influence
- Personality types Forces / weakness
- Discovery method
- IDEALS profissional persuasion
- Client psicology
- Build trust
- AMOA secret for sucess
- Objections training
- Personaly insights (optional)

"The five essential entrepreneurial skills for success are concentration, discrimination, organization, innovation and communication."

Michael Faraday



27, September, 2019



Tomar, Portugal



250€(+IVA)

limited registrations:
farmin@farmin-trainings.net
+351 914793351
farmin-trainings.com

