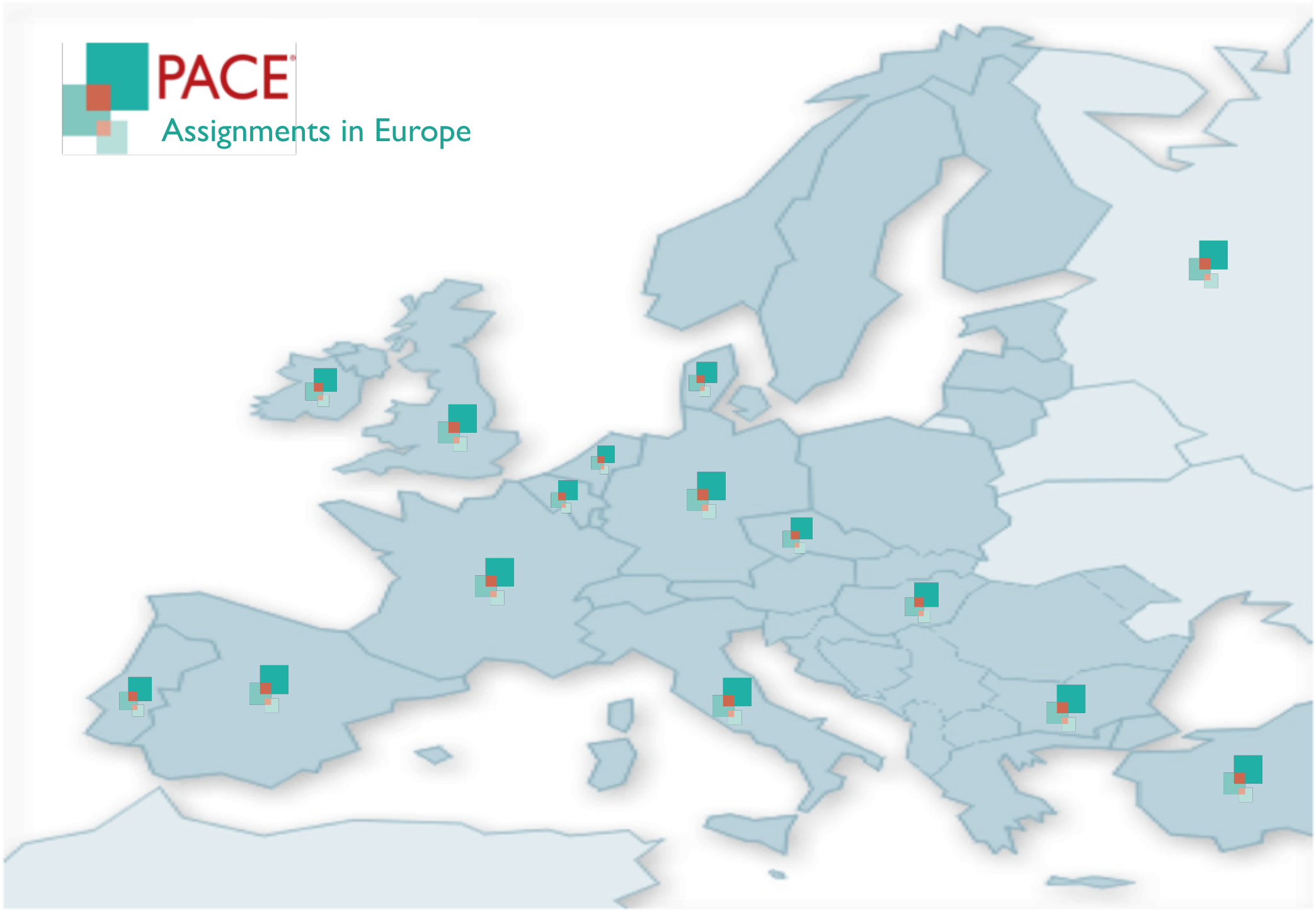




Assignments in Europe





Assignments in Europe

Belgium

- International HR consultancy:
 - Planning business development
 - Consultative selling skills
- Insurance consultants:
 - Skills workshops
- Global accounting firm:
 - Business development Masterclasses

Bulgaria

- International accountancy network:
 - Conference: planning business development in different countries

Czech Republic

- Global engineering firm:
 - Service strategy and skills

Denmark

- Global Engineering consultancy:
 - Planning business development
 - Consultative selling skills

France

- International actuarial consultancy:
 - Associate development programme
- International law firm:
 - Partner development – Managing Key Clients

Germany

- Global multidisciplinary consultancy:
 - Key client management
- Local and international law firms:
 - Seminar
- International translation services provider:
 - Project management – soft skills
- International accountancy firm:
 - Leading and developing rainmakers

Hungary

- Local scientific and environmental consultancy:
 - Business development skills

Ireland

- Consultancy firm:
 - Conference facilitation on winning new clients
- RG speaker platform?

Italy

- Legal Marketing conference – cross-selling
- International Human Capital consultants:
 - Consultative selling skills
- International accountancy network:
 - Approaching target clients

The Netherlands

- Actuarial and Insurance consultants:
 - Business development skills
 - Key client management
 - Sector business planning
- Global risk assurance firm:
 - Business development skills

Portugal

- HR consultancy:
 - Developing new client opportunities

Russia

- International Law firm:
 - Business development skills
 - Sector marketing / BD planning
 - Key client management

Spain

- International consultancy:
 - 1:1 coaching for senior management
- Law firm:
 - Conference – time management
- Law firm:
 - Conference – business development and key client management
- Global law firm:
 - Conference keynote speaker
- Forensic accounting firm:
 - Client reviews – European Partner briefing

Turkey

- Professional services firms:
 - Strategy planning and process improvement projects

The UK

- Hundreds of assignments over many years with all professional services sectors in:
 - Business development skills
 - Planning business development
 - Key client management
 - Client engagement
 - Leading business development