

# Trainer Profile

Mark is passionate about helping individuals, teams and organisations fulfil their potential and achieve their goals and dreams. Mark's vibrant personality has helped him create a successful career in Sales, Executive Coaching and Training. Mark has a profound interest in developing people and a zest for life. Feedback from clients confirms that his ability to ask insightful questions, create high levels of trust and work with people at every level of the organisation sets him apart from other Coaches.

## Training offer

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- Executive Coaching
- Performance Coaching and Development
- Leadership and Management Training
- Skills development
- Team Building Training
- Sales Training and Consultancy
- Group Facilitation
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## Key Achievements

### Coaching

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Mark has developed a successful Executive Coaching and Training business, now Natural Assets, since April 2004 with consistently excellent feedback from clients.

### Business Development

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Mark was instrumental in setting up and developing True North in 2001, a training and development company dedicated to achieving clients' strategic goals by creating long term change in internal attitudes and behaviours

### Experiential and Youth Training

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Every year since 2000 Mark has been invited to join the tutor team for the Rotary Youth Leadership Award which gives young people between 17 and 27 the opportunity to transform their lives through an experiential leadership programme that stretches them mentally, physically and emotionally.

### Sales Consultancy

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Mark is one of the most successful sales people in the training and development sector. He now provides Sales Training and teaches sales skills to some of the biggest brands in the world.

## Background

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2004 - 2006	<i>Executive Coach and Trainer</i> <i>Clients include: IBM, Radius 260, Lequin, True North, Rotary, Business in the Community</i>
2001 - 2004	<i>Coach and Relationship Manager, True North</i> <i>Responsible for delivering True Coaching Excellence and True Solution Selling programmes</i>
1999 - 2001	<i>Coach and Business Adviser, The Wilsher Group</i> <i>Delivered IMPACT! and Team Leadership with Competence coaching after completing own coaching training. Developed high profitability open trainin programmes for business</i>
1998 - 1999	<i>Sales Adviser, MC Human Resources</i> <i>Responsible for business development and selling NVQs, management and leadership training, personnel consultancy to clients in a range of different business sectors</i>
1997 - 1998	<i>Customer Services Manager, Business Link</i>
1994 - 1995	<i>Mill Wharf Training and Consultancy Services (MWTCS)</i>

## Training qualifications and tools

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- Certified NLP (Neuro-Linguistic Programming) Practitioner
- Diploma Performance Coaching (Business)
- Certificate in Life coaching
- Accredited Coach 'True Coaching Excellence', True North
- Accredited Coach, 'IMPACT!' (Personal Development Programme) and accredited Instructor 'Team Leadership with Competence', Wilsher Group