

# **Business Processes, Sales and Management Consulting:**

I have spent over 20 years in the Business, Sales and Management arena and learned many skills the hard way, through trial and error. Through the lessons I can save you time and money.

The most successful way I learned was to experience it, face-to-face on the streets battling it out in the real world. Business, Sales and Management have been one of my passions in life, which has fed my analytical and process-driven mindset.

## **I am here to assist, guide and support you in the following areas:**

- Consultative Selling, Solution-Based Sales Processes.
- Client Profiling and Know Your Customer Processes.
- Recruiting, Job Descriptions, Interviewing and Key Performance Indicators (KPI's).
- Service Delivery and Account Management Processes.
- Sales Funnels and Sales Target Processes.
- Product and Services Profiling - Defining Features and Benefits.
- Continuous Improvement - Take Your Business to the Next Level.

If you need assistance and support for your Business Processes with an honest, understanding and authentic "no bullshit" approach, then please feel free to contact me and we can arrange a 15-20 minute introduction Zoom/Skype call to see how we can work together in taking your Business, Sales and Management Processes to the next level.

# **Tim's Experience, Education and Training:**

## **Experience:**

- 70 + countries visited, Lived, worked and studied in 6.
- 6 Books and 3 Guided Journals Published and 3 Audiobooks in the Chinese Market.
- 15 Years in Corporate IT: Consultant, Sales, Account Management, Sales Manager, Business Development, Service Delivery, Mentoring, Marketing and Management.
- 3 Years in Entertainment Industry: Part-time Actor and Model.
- 3 Years in Motorsport: Sponsorship Negotiations, Team Management and Driver.
- 5 Years in Photographic Industry: Quality Control, Developer, Printer and Photographer. (Published in several international magazines).
- 5 Years in Retail: Sales, Merchandising and Management.

## **Business and Management Education and Training:**

- Australian Institute of Management: DIP in Business Management.
- Zento: IT Security practices, time management, meeting methodologies workshops.
- Syntegra: Business letter writing, Contract amendment workshops.
- Coach-U Australia: Corporate Business and Sales practices.
- Parinello Inc: Selling to VITO.
- Tom Hopkins: Corporate Sales Mastery.
- Southern Sydney Institute: Marketing and Business - Certificate.
- Kodak Eastman Australasia: Retail Merchandising, Human Relations and Quality Control.
- Bondpark Kodak Pty Ltd: Retail Business Operations, Sales and Management.

## **Alternative Education and Training:**

- NLP Top Coach: Neuro-Linguistic Programming: Practitioner, Master Practitioner and Coaching.
- Wealth Dynamics: Entrepreneur Education and GeniusU program.
- Meditation Centre: Transcendental Meditation Practices.
- Practical Healing: Reiki Master.
- Oneness University: Advanced Trainers Course.