



Adrienne Brown
ILP Member

Experience Summary

A Training and Coaching Professional with exceptional sales expertise and ability to deliver successful executive training programs, coaching and mentoring for any progressive organisation. Focused on providing a level of service that exceeds expectations.

With over 20 years' experience in business development, account management, leadership and training roles, choose Educate & Motivate to create the positive impact you desire...

Areas of Expertise

- Sales Skills
- Advanced Selling Techniques
- Strategic Thinking
- Objection Handling
- Client Preparation
- Phone Techniques
- Effective Time Management
- Negotiation Skills
- Closing Techniques
- Motivating Your Staff
- Inspiring Your People
- Communication Skills
- Customer Care
- New Business Development
- Workload Planning
- Government Funded Courses
- Management Training
- Team & Individual Coaching
- Product Knowledge
- Sales Systems
- Solution Selling
- Digital & SEO Training
- Leadership Styles
- Effective Meetings
- Conflict Resolution
- OH&S
- Presentation & Facilitation Skills
- Policy & Procedures
- Advertising & Marketing
- Train The Trainer

Industry Experience

- Advertising & Marketing
- Public Relations
- Publishing
- Finance
- Telecommunications
- Pharmaceuticals
- Retail
- Real Estate
- Hospitality
- ... & wherever there is a need

University, Training & Industry Qualifications

- Cert IV in Training & Assessment - (MRWED) Jan 2009
- Bachelor of Arts - (University of SA) Feb 1986

Career Achievements

- Training: Sept 2011 Workshop Feedback – 9.5/10 for Facilitator, 9.1/10 for Material, 9.1 /10 for Overall Satisfaction
- Management: 128% to Objective for the highest level Sales Team in SA
- Account Executive: Achieved 6/8 Incentive Trips – top 5% of the company

Testimonials

- “Adrienne was easy to listen to and kept everyone involved”
Professional Telephone Skills Participant Sept 2011
- "Enthusiastic, interested, professional, great public speaker & genuine."
Adelaide Casino Sales Skills Participant - Aug/Sept 2011
- "I will recommend to HR further utilisation of this company."
Adelaide Casino Sales Skills Participant - Aug/Sept 2011
- "Adrienne was a trusted, proactive and responsive trainer. Her ability to deliver superior training on the suite of products was second to none. Her knowledgeable, professional and positive approach should make her your first choice for all corporate training."
Premium Executive 2010