



**Jacqui Perkins**  
ILP Member

### Experience Summary

Jacqui has spent 12 years in the corporate world in Johannesburg South Africa in various leadership positions. These positions ranged from Gallery manager for the Market theatre to Branch Manager of a specialist recruitment consultancy to Sales Manager of the largest media company in Southern Africa.

She then moved to Durban , South Africa, where she joined Deloitte Consulting as a DDI facilitator (Development Dimensions International), facilitating over 44 different workshops for their client companies. Jacqui conducted these workshops for first line management through to executive level. In January 2009, she immigrated to Australia where she studied and completed her Certificate 1V in Training and Assessment and was offered a contract by the Australian Institute of Management to work as a facilitator .

### Areas of Expertise

- Management/leadership
- Coaching
- Sales skills
- Communication

### Industry Experience

- 10 years facilitating DDI workshops for Deloitte Consulting client companies
- 8 years – Sales Manager for Primedia Broadcasting in South Africa
- 3years – Branch Manager for a specialist recruitment company

### University, Training & Industry Qualifications

- Bachelor of Arts degree – University of Natal – South Africa – 1984
- Honors Degree – Speech & Drama – University of Natal - 1986
- Certificate 1V – Training and Assessment – Australian Institute of Management - 2009
- Qualified DDI facilitator (Development Dimensions International)- 2001
- Qualified Target and Selection Administrator – DDI – 2003
- Qualified Classical ballet teacher - 1981

### Career Achievements

- Implemented a performance management programme for Illovo Sugar over a 4 year period
- Was promoted from Account Executive to 2IC to the Sales director at Primedia Broadcasting

**Testimonials**

- Jacqui Perkins has been a DDI Associate Facilitator for Deloitte since 2002. She has been an invaluable member of the KZN Associate team and is regarded as our most experienced Facilitator and a content 'expert'. The attached delegate evaluations are an indication of her expertise and ability to adapt the workshop to suit the needs of the group or organisation.

Her reputation with Deloitte clients has been outstanding. Clients specifically request Jacqui as their preferred Facilitator e.g. Illovo Sugar, Derivco, Beiersdorf (Nivea), Behr South Africa, Capital Outsourcing Group, SAB/ABI, Shell Chemicals, to name a few.

A major strength is that she is able to facilitate at Employee level through to Senior Management level with ease. She prepares for each workshop diligently and with total commitment. She ensures 'buy in' to the concepts from each delegate and has won over even the most sceptical of Executives with her sound business knowledge coupled with her depth of DDI knowledge and methodology. Her sense of humour and 'fun' makes for an enjoyable and memorable learning experience.

*Wendy Scholey, Manager Human Capital, Deloitte*

**Samples of Participant Feedback**

- The facilitator was excellent, good interaction, friendly and knowledgeable expert in her field.
- Was excellent and open minded, never shot down suggestions and very energetic and eager to teach and help.
- Good realistic examples, which aided in understanding.
- Focussed, drawing parallels and remembering participant's issues well to use in discussion; friendly, energetic and experienced. F
- Fantastic facilitator! Very good practical and even personal examples of the situations described.
- Fantastic; she knows her topics well and used good examples.
- Jacqui is an excellent facilitator who kept the class constantly inspired and involved.
- Great! I think all were kept involved and there was definitely a feeling of everyone learning something.
- Jacqui was outstanding! She made an effort to give everyone a chance and keep everyone involved and interested... awesome!
- I was very motivated; this was because of the way Jacqui presented the course. Excellent!
- Jacqui made the course exciting and a fulfilling experience.
- Jacqui's approach is really good at trying to get everyone involved and interact.
- Jacqui's presentation was excellent! There was team involvement right from the outset. I thoroughly enjoyed it!
- Jacqui was enjoyable to listen to. Showed good enthusiasm and patience and created a very structured, but friendly and inviting environment