



# ELYSIAN

## TRAINING

### TRAINER PROFILE: ALUN STEVENS

Alun is an energetic, approachable and highly engaging individual who travels worldwide working as a Global Corporate Trainer. Previously a Training Manager for an outsource company he now designs and delivers high quality training programmes for a broad range of high profile clients.

Experienced in, and passionate about, delivering bespoke in-company programmes and tailor made development projects that enhance business opportunity, people performance and leadership.



### EXPERIENCED IN...

**Leadership & Management** - With a strong practical and theoretical knowledge alongside a positive and engaging outlook Alun is able to work with team leaders in partnership to reignite their understanding, become more effective, design and deliver policies, procedures and positive performance management that achieves behavioural change and increased productivity.

**Sales & Negotiation** - With extensive practical experience in a range of sales roles within blue chip companies Alun is exceptionally well placed, and passionate, about developing sales and negotiation skills in teams and individuals. Whether it is about identifying a business opportunity, delivering a sales pitch, negotiating outcomes or closing the sale, Alun has the knowledge, skill and personality to enhance your performance and shatter those sales targets. As a sales coach Alun has achieved such results as tripling sales in a team of 80 at British Gas and increasing an individual's sales by 600%.

**Personal & Team Development** - Alun's passion for people performance development is multifaceted and includes such areas as time management, personal effectiveness, profile raising, leadership, negotiation, communication skills and powerful presentation delivery. He is also a highly effective executive coach, mentor and business consultant.

### CLIENTS/PROJECTS

- » *South West Water*
- » *Lifetime*
- » *MSI*
- » *Adidas*
- » *General Motors*
- » *University of South Wales*
- » *Smurfit Kappa*
- » *EDF Energy*
- » *British Gas*

### EDUCATION / QUALIFICATIONS

- » *NVQ3 Training and Development*
- » *NVQ3 Leadership & Management*
- » *Qualified Sales and Business Coach*