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SUMMARY

- Personal Coaching
- In-company Training and
- Organisational Development in Management, Communication and Sales

PROFILE

Carey's mission is to enable individuals and their organisations, to succeed on purpose and not by chance – through better skills, clearer direction and more motivation.

Carey works in partnership with his clients, providing tailored training solutions in the fields of Management, Communication and Sales. Programmes are short, practical and relevant.

Participants enjoy his entertaining, enthusiastic and pragmatic style and they particularly appreciate his flair for developing realistic exercises that add value to their learning. Over 75% of his clients rebook – an indication of his talent and experience.

With a background in sales, marketing and recruitment, during the last 25 years as a training consultant, Carey has delivered hundreds of successful 'in-company' programmes and increased the confidence and performance of thousands of people – enabling their companies to achieve and sustain a competitive advantage.

INDUSTRY EXPERIENCE

Experienced in over 150 different organizations from various market sectors: IT & Telecomms, Manufacturing, Engineering, Building & Construction, Business Services, Charities & Church, Education & Training, Healthcare, Food & Drink, Distribution & Retail, Banking & Finance, Government & Agency, Energy & Utilities.

ORGANISATION SIZE EXPERIENCE

From the smallest software company to the largest global engineering conglomerate.

OVERSEAS EXPERIENCE

Delivered management and communication programmes in France and Germany to multinational delegates from a global food and chemicals company.

EXAMPLES OF WORK AND ACHIEVEMENTS

- Produced stronger motivation, flowing communication and revitalized working relationships in directors, managers and supervisors of an automotive engineering company i.e. a change in culture.
- Developed the influencing and persuasion abilities of the quality management team of a major European airline, enabling them to make a stronger case for changes to policy and procedure.
- Coached technical and commercial managers of a heating and ventilation equipment manufacturer to present and train others, resulting in much higher ratings from customers' delegates.
- Increased customer satisfaction and reduced the percentage of returns, through better consultative selling skills of hearing aid dispensers of a national retailer.

- Built up team spirit, provided direction and developed business skills of staff and management of an advertising and marketing agency specializing in employment and recruitment.
- Helped technical specialists in electronics to understand sales and marketing principles so that they could accompany sales executives and contribute fully and appropriately. Company is a global power transmission and distribution company.