

“Don't be a Seller...
be a *Best* Seller”

**PARETO
LAW**
80/20

a Randstad company

Profile: Shelley Gallagher

“Shelley has a proven and successful background in Finance and is currently the head of training at Pareto Law.

Her dynamic, challenging and unique approach to training ensures that all her learning interventions are both memorable and fun!”

Qualifications and experience

Shelley has spent the last 11 years specialising in the design, delivery and evaluation of robust sales interventions to inexperienced sellers through to senior management; these include Training Project Management programmes, coaching workshops and Train the Trainer initiatives. Examples of her achievements include: winning 'Outstanding Sales Achievement Award' (Natwest Bank) and 'Contribution to Sales Award' (Lombard Direct).

Industries worked within include:

- Telecoms
- Media Sales
- Engineering/ Manufacturing
- Recruitment
- Finance
- FMCG
- Property

Clients worked with include:

- Natwest Bank
- Toni & Guy
- Sirius
- Be Modern
- Aggregate Industries
- Lombard Direct

Key areas of expertise:

- Training Needs Analysis
- Live Telephone Selling
- Professional Selling Skills
- Negotiation Skills
- Objection Handling
- Effective Communication Skills
- Coaching and Motivation
- High Impact Presentation Skills
- Train the Trainer
- Benefits Realisation Programmes

