

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

**PARETO
LAW**
80/20

a Randstad company

Profile: Steve Lowndes

“Steve’s consultative training style ensures maximum engagement and contributes to a memorable and effective learning experience.”

Qualifications and experience

A CIPD qualified trainer, Steve has over 15 years experience, working in diverse industries that include IT, manufacturing, advertising, travel and extensive experience in financial services. This experience is within the UK and overseas and is supplemented by the completion of an MBA in 2007.

Steve has extensive experience in sales and sales training; conducting training needs analysis, design, delivery and evaluation. He has led the design and implementation of large-scale training projects and change initiatives, working with senior sales directors to design new sales modules and structures.

Clients worked with include:

- ✦ Duff & Phelps
- ✦ GFI Software
- ✦ Planit
- ✦ Overseas Guides Co.
- ✦ Halewood International
- ✦ AXON

Industries worked within include:

- ✦ Financial Services
- ✦ Media
- ✦ IT
- ✦ Recruitment
- ✦ Health & Safety

Key areas of expertise:

- ✦ Professional Consultative Sales (B2B / B2C)
- ✦ Influencing the Buying Decision
- ✦ Successful Account Management
- ✦ Sales Training Needs Analysis
- ✦ Training Design from First Principles
- ✦ Sales Assessment and One-to-One Coaching
- ✦ High Impact Presenting



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