



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

Profile: Terry Moorehead



“ Terry has just under 30 years solid sales experience, 12 years of which have been within the Senior Sales Training arena. He has worked within the B2B market place working with local and global organisations in the areas of sales, channel sales and merchandising. Terry's philosophy is "Opportunities are never missed; they are just taken by someone else." ”

Qualifications and experience

Terry has been accredited with many industry recognised tools and methods including Insights & Covey learning. He has been engaged in various senior sales roles across a diverse range of companies on an international and national level.

Industries worked within include:

- ◆ Electronic Components
- ◆ Retail
- ◆ Motor
- ◆ Travel
- ◆ Media
- ◆ Banking
- ◆ Recruitment

Clients worked with include:

- ◆ Adidas
- ◆ Hyundai Car UK
- ◆ Memec Global
- ◆ Nordea Bank
- ◆ M&G Investments
- ◆ Carl Zeiss
- ◆ Berkley Scott Recruitment

Areas of Expertise:

- ◆ Facilitation & Coaching
- ◆ Sales Management
- ◆ Presentation & Influencing Skills
- ◆ Communication Skills
- ◆ Leadership & Management