

Our work with... manufacturing and tech

Manufacturing and tech account for a significant proportion of our client-base, both within the UK and globally.

Part of our appeal to such clients is the range of subjects we can cover, through our sister brands, The In-House Training Company, The Boardroom Effectiveness Company, and The Customer Service Training Company.



1 Clients

'Manufacturing and tech' covers a wide range, as do our clients, from automotive to aerospace, specialty materials to specialist manufacturers, pharma to food and FMCG.

Here's just a small sample from our client list:

Zeiss • Goodyear Tyres • Kubota UK Ltd • Sierra Nevada Corporation Mission Systems UK • Nomad Foods • Nexeon • Rosen • Lauda Technology • TMEIC (Europe) • Nestle • Atlas Copco • PowderTech • Integrated Graphene • Trumpf • Brush Switchgear • Freudenberg • FT Technologies • Novacyt • Hahn Plastics • Eisai • Amsafe • Acushnet Golf • Curtiss-Wright • Hochiki Europe • Axis Electronics • Astellas • EusaPharma • Wellcome Sanger Institute • Achilles Therapeutics • PAI • Cosmarida • Lamex Foods • Nichols • The Tofoo Company Ltd • Wella

We work at all levels for these clients, enlisting support from our sister brands to run director development workshops at one end of the spectrum to customer service training at the other.



2 Leadership, management and personal effectiveness

The larger part of our work for the sector is within our core specialisms, as you might expect, led by structured leadership and management development programmes.

But we've also delivered a huge array of ad hoc workshops, the most common topics including presentation skills, management essentials, coaching skills for line managers, agile working, time and priority management, recruitment and selection interviewing skills, workplace investigations, giving and receiving feedback, managing in a VUCA world, and meetings management.

Team identity days are also very popular in this sector, as is one-to-one coaching.



3 Sales and customer service

Through our sister brands, this is easily the next most popular category, split evenly between customer service (including the hybrid programme, 'Service with a sale!') and a wide range of specialist sales workshops on topics such as value-based selling, the sales accelerator workshop, presentation skills for sales professionals, product selling, appointment-setting, objection-handling, sales closing, sales time management, stacking the pain, and stakeholder management.

One-to-one coaching and bite-sized learning sessions are particularly popular formats for sales professionals.



4 Project management

The stand-out programme here is **'R&D project management'**.

Tried-and-tested, we've been delivering this course across the UK and internationally for nearly twenty years.

It gets great feedback.



5 Other topics

Apart from these main areas, we've also delivered training on a wide range of other topics across the sector, including:

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| Introduction to project management | MS Project VBA |
| Managing smaller projects | Commercial awareness for project staff & engineers |
| The project management toolkit | Finance for the non-Financial Manager |
| Quality Function Deployment (QFD) | Credit control & debt recovery |
| Effective Director | Debt recovery |
| Board team identity | Control of Contractors |
| Advanced powerpoint | |
| Excel Advanced | |

Whether you're looking for a structured development programme to address a core element of your L&D strategy, or simply need an ad hoc workshop to meet an immediate need, we've probably got just the specialist you're looking for.



Give us a call now on **01582 463460** to talk through how we can help you.