

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.



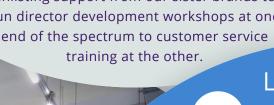


Clients

'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



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.

Sales and customer service

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

Through our sister brands, this is easily the next most

particularly popular formats for sales professionals.





management

Tried-and-tested, we've been delivering this course across the UK

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

Project

and internationally for nearly twenty years. It gets great feedback.



Other topics

Introduction to project MS Project management

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

Managing smaller projects The project management toolkit

Quality Function Deployment

(QFD) Effective Director

Board team identity

Advanced powerpoint **Excel Advanced**

Commercial awareness for project staff & engineers

> Finance for the non-Financial Manager

VBA

Credit control & debt recovery Debt recovery

Control of Contractors

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.

