

SAMANTHA PICKERING

Sales and Marketing Strategist, Trainer, Speaker and Coach, Founder of Passionate Sales Consulting and Marketing Manager for Eighth Mile Consulting

Giving teams the next level in communication skills to scale your business

THE BACK STORY...

Samantha Pickering is a successful sales and marketing trainer, speaker and lead generation coach. After years of personal experience in sales, she studied behavioural profiling and NLP techniques, to empower her team, and now shares this knowledge and experience with technical experts, who want a little extra confidence in their interactions with clients. A sales coach for introverts.

Most successful salespeople have achieved success through their lessons learnt from countless failures. It is their ability to manage setbacks, process their learnings and use this to create greater connections with their clients that makes them successful. Developing people's unique personal strengths to enable them to handle the many rejections they will face throughout their career. This is what Samantha coaches people to achieve.

Her experience in sales growth, leadership, change management, team building capability and dynamics, together with an understanding of the human environment and the emphasis on communication under highly pressured conditions has given Samantha a solid foundation as a skilled and sought after trainer and facilitator.



"Your business is only as capable as the people you have within it. My aim is to enhance your employees' capabilities, increase your teams' collaborations, and accelerate your businesses ability to scale, by generating a more predictable cash flow"

IDEAL FOR THESE AUDIENCES


- CEO's
- C-Suite Executives (CFO, CMO, COO)
- Directors, General Managers
- Business Development Managers, Account Managers and Consultants
- Mining Industry - Engineers, Project Managers (for Mining Approvals)
- IT Industry - Managed Service Providers, SAAS Account Managers
- Professionals—Accountants, Solicitors, Financial Services
- Business Owners and Entrepreneurs
- Environmental Services Industry - Air Quality, Water Quality, Flora and Fauna

TALKING POINTS

- What is EI (Emotional Intelligence)? And how to use it in Sales
- Consultative Sales in an Online World
- What are social selling techniques? And how can they be used to get more clients and grow business.
- Speed of Trust: Accelerating Client Rapport
- How to create a Client Outreach Strategy
- What does your sales team need from you right now?
- Secrets of Pipeline Generation
- Eliciting Buying Strategies, understanding client buying motives
- Personalising the client experience
- How understanding the human environment and communication under highly pressured conditions can create a solid foundation for sales

AS FEATURED HERE:

CONTACT DETAILS

For enquiries or to book Samantha Pickering as a guest on your podcast, please contact the Experts On Air Podcast Booking Agency info@expertsonair.fm. **EXPERTS ON AIR** 

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