



Rob Salisbury B.Com., CSP

• Key Note Speaker • Corporate Sales Trainer • Workshop Facilitator • Presentation Evaluator • MC / Host • Business Builder • Strategic Alliances

7 Sales & Marketing Topics & Programs For Company Leaders, Conference Organisers and Event Planners

- 1 **21 SME Success Tips That Get FAST Results**
40-minute keynote presentation, half-day and full-day programs. Geared to franchise, insurance, real estate, mortgage, furniture, automobile, freight forwarding, logistics, pharmaceutical sales and customer service people.
- 2 **Positioning Your Business Profile and Expertise**
40-minute keynote presentation, half-day and full-day programs. Geared to franchise, insurance, real estate, mortgage, furniture, automobile, freight forwarding, logistics, pharmaceutical sales and customer service people.
- 3 **How to Promote, Market and Sell Your Greatest Asset...YOU!**
40-minute keynote presentation, half-day and full-day programs. Designed to help sales and customer service people to move past rejection and call reluctance to produce greater results for company owners. Geared to telecommunications, insurance, real estate, mortgage, furniture, roofing, medical and other associations.
- 4 **Gaining New Business from a Referral Marketing Focus**
45-minute keynote presentation, ½ day, weekly or bi-monthly sales team training programs available (A three session program that is suitable for teams of 5 - 10 participants). Suitable for large conferences as a keynote presentation.
- 5 **Becoming a Top Producing Key Account Manager**
40-minute keynote presentation, half-day and full-day programs. Designed to produce greater results in key relationships and major accounts . Geared to telecommunications, insurance, real estate, mortgage, furniture, roofing, medical and other associations.
- 6 **7 Keys to Developing and Maintaining Career Success in Sales**
1,2 or 4 hour, daily, weekly or monthly strategic sales training program. Suggested format of 8 sessions in 4,8 or 16 week duration.
- 7 **How to Gain, Train and Maintain a Dynamic Sales Team**
45-minute keynote presentation, half-day and full-day programs. Geared to managers and human resource personnel and departments.



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