



ABOUT YOUR FACILITATOR – SUE ANDERSON

Professional Background

Sue has successfully run her own training and development company for the past 20 -odd years. She has worked on a number of international projects that have allowed her to experience many levels of management and leadership.

In Sue's role as business owner she develops, delivers and coaches various levels of learners to reach their potential and develop skills. She is very involved in youth skills development and runs a number of life skills programmes. She is also involved in mentoring women and developing their leadership capabilities.

Sue is passionate about skills implementation and the behavioural changes that are necessary to ensure success for Individuals. She is passionate about developing leadership capabilities and enjoys imparting her knowledge in this area.

Selected Relevant Experience

Sue has worked with different levels of leadership within organisations. She builds easy relationships based on trust and transparency.

Sue has worked in the sales environment for many years and has been involved in developing brand new sales teams into high-powered teams. Sue is involved in developing sales people across all levels – from new sales people who need basic skills to Key Account Managers and Sales Directors who require major sales skills; Key Account Management; Negotiation Skills and Sales Leadership Skills.

Sue is responsible for the development of her own team of facilitators and the enhancement of their skills. She is involved in coaching this team and ensuring they deliver quality programmes.

Coaching is a passion of Sue's and she has coached both sales teams and leadership teams to ensure behavioural change. Sue is very aware and drives the fact that learning needs the support of coaching in order to affect a culture and behavioural change within an organisation.

Education

Master Certificate in Training and Development (UJ)
Master Facilitator (Huthwaite International)
Lumina Learning Practitioner (Lumina Learning PLC)

Functional Expertise

- Sales Development
- Learning & Design Development
- Leadership Development
- Sales Coaching

Industry Expertise

IT
Financial Services
Manufacturing
Medical
Mining
Retail
Business Services