Jamie@correctcareerscoaching.com

07599 332178

Correct Careers®

Coaching

Retention Solutions

Mission: Transforming employee's careers and businesses by improved retention.

Values: Passion for transforming businesses and employee's careers through clarity, confidence, and creativity.

Vision: The primary employment solutions company for identifying businesses and employee's ideal careers.

Jamie (Managing Director & Founder of Correct Careers Coaching) is passionate about employee retention & development, and inspiring career success.

Jamie (award-winning sales professional) creates modern personalised programmes and solutions for every company's employment requirements including:

- Full sales process training at all levels for employee retention, developing them to be top performers within your business.

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- Complete employment solutions for business stability (onboarding, employee engagement, recruitment cycle, redeployment, and outplacement).

- Coaching for all levels of business (Career, leadership, coaching millennials, and life coaching) to maximise employees' brilliance.

If you're a Business Owner, Director, HR Personnel or within the L&D team (for any size business); uncover the untapped potential within your employees & business, contact Jamie.

Jamie will also partner with Recruitment agencies and Training providers to supply comprehensive employment services.

Correct Careers Coaching

Modern Employment Solutions

(Personalised programmes based on your requirements)

Sales / Recruitment Training & Consulting

(For businesses; employers and employees)

• Employee retention and engagement **(People Development)**

• Sales strategy & sales processes

• Sales training and coaching (sales support to new & existing employees for new business conversion, client relationship management, customer service, lead generation, negotiation, sales & marketing, Sales Psychology, using social media for prospecting)

• Onboarding and recruitment training

• Sales and recruitment documents (training plans, job specification, job advertising, interview process, psychometrics, counter offers and headhunting)

• Sales & Marketing and Sales Psychology

Career Coaching

(For businesses and individuals) *Career and life coaching also for sole traders and consumers.

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- Outplacement or redeployment for businesses
- Performance / Skills coaching for development within the business
- Career consultation and coaching activities
- Presentation guidance, Interview support, CV & Cover letter guidance
- Job hunting techniques and social media profiles

Coaching for Millennials and Leaders
(For employees within a Company: all levels, focus on Middle Management to C-level)

- Goal and strategy analysis
- Objectives (company and personal) reviews
- Self-awareness and unlocking potential
- Mindset enhancement and leadership development

Testimonials

"Your ideas not only make sense, but they work. The time you spent with me to refine my understanding of marketing and social media has encouraged me to take the step; which before seemed daunting, into the world of social media marketing. Thank you for taking the time with me in person to customize the sales training so that it was directly applicable to my business."

Director - Service Company

"Jamie is highly experienced in sales and with his extensive background in recruitment, will be ideally placed to coach career advice, and to help companies address their staff retention. Sales is the very lifeblood of any business and I would highly recommend Jamie to coach sales skills to any sized sales team, in any industry."

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Business Development & Account Manager - Training & Coaching Company

"Jamie was an absolute pleasure to work with… Adept at filling senior sales roles (including those overseas) he always worked tirelessly for his client until each project was successfully completed. A valued member of the Senior Management Team for his confidence and commercial application."

Previous Divisional Director for Reed Sales, Reed Insurance and Reed Into Recruitment divisions

"Being coached by Jamie has really added value to me." **- Previous employee**

"Always able to motivate us… Jamie has helped me grow not only in my career but as a person as well, he was a great manager." **- Previous trainee within my team**

Credentials

Passion for helping people thrive in careers & develop their skills and capabilities for success.

- **10+ years' B2B & B2C** (including media sales).**6 years** of sales & marketing, recruitment / headhunting: Sales Manager/Business Manager for £1 billion+ global recruitment company.
- Managed (team of **3/4**), delivered sales training, provided coaching, as well as career developed and motivated these consultants.
- From creating a sales team & new branch from scratch; in **Q1** (2018-2019) my team's best ever was **331%** above budget & achieved a positive contribution.
- Member of Training team within the previous employment.
- Completed Management Academy and a Recruitment Academy training programme.
- Coaching Diploma and Diploma in NLP Course and Coaching Academy course.
- Associate member of Association for Neuro-Linguistic Programming (ANLP).
- **29** online training coaching, leadership, marketing & business etc. certificates achieved.
  22 training and coaching certificates completed.
  59 modules completed with previous employer.
- CV Writing & Interview Skills Certificate and Job Hunting Certificate.
- From The Open University: Completed 6 modules including Principles of a coaching approach, Motivation and factors affecting motivation, Developing high trust work relationships.
- An undergraduate degree in Psychology; 2.1 BSc degree with Honours with Single Honours and a postgraduate certificate with Merit in Business Psychology.

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- **My Books published**: 'The Anomaly Crystal' (available in Paperback, eBook and Audio) and Dissertation published: 'Sound Distraction Effect on Memory Processing Knowledge Familiarity'. Both available via Amazon.

- Supporting Wiltshire Air Ambulance, Threshold Housing Link & Cancer Research UK. Correct Careers Coaching charity of the year: **SG Mind.**

- Professional network of over **11,000** contacts. **Jamie is also an Enterprise Adviser.**

Jamie Martin BSc (Hons), PGCert

Modern Sales Trainer & Strategist | Career Coach
Managing Director & Founder

Correct Careers Coaching
Sales Training & Strategy to Transform Businesses
Modern Employee Retention Solutions

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Growth Hub Directory:
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Privacy Policy

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