



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 Sales Training company for identifying businesses and employee's ideal careers.



Correct Careers Coaching is an award-winning Modern Sales Training and Sales Strategy Business for SME's & corporates (predominantly Professional or Business Services) – Business to Business (B2B).

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:

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.



Correct Careers Coaching

Modern Employment Solutions

(Personalised programmes based on your requirements)

Sales Training & Consulting

(For businesses; employers and employees)

- Employee retention and engagement (**People Development**)
- Sales strategy & sales processes to improve gross sales (sales team analysis, psychometrics, ICT utilised, materials & resources for selling, social media, etc).
- Sales training and coaching (sales support to new & existing employees for new business conversion, client relationship management, customer service, lead generation, negotiation, using social media for prospecting)
- Sales & Marketing and Sales Psychology
- Effective language & communication skills for prospecting
- Delivering strategic conversations with conviction
- Needs-based selling, objections, and negotiation with confidence
- Techniques for closing your sale & following-up
- Video Conference meetings training
- Writing compelling sales copy for scripts, social media, & email selling

Career Consulting / Recruitment Training:

- Recruitment training (Job spec to start date)
- Recruitment documents (training plans, job specification, job advertising, interview process, psychometrics, counter offers and headhunting)
- Interview support. CV & Cover letter advice and guides. Presentations (**guide** = 22 out of 25 success rate). Social Media profiles.
- Outplacement or redeployment



Making Your Business More Successful By
Improving Your Gross Sales!

Call Jamie
07599 332178

Correct Careers®
Coaching

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.”

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

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“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.
- **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

07599 332178

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<https://growthhub.swlep.co.uk/community/company-detail/correct-careers-coaching>

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