



SALES & BUSINESS Solutions



Correct Careers Coaching is a (6x) award-winning Modern Sales Training and Sales Strategy Business for SME's & corporates (predominantly – Business to Business (B2B) services).

Jamie (Managing Director & Founder of Correct Careers Coaching) creates modern personalised programmes and solutions for every company's holistic business and employment requirements and growth, focusing on streamlining all your business channels (see below).

If you're a Business Owner, Director, CEO, HR Personnel or within the L&D team (for any size business)...

Uncover the untapped potential within your employees & business, contact Jamie for a confidential chat.



Jamie is an award-winning sales professional, passionate about sales training to help businesses grow by improving their gross sales.

Correct Careers Coaching

Business Consulting & Sales Training

(Personalised for businesses, employers and employees):

- Staff retention and engagement (**People Development**) & recruitment (see below)
- Sales strategy & sales processes to improve gross sales (sales team analysis & reviews, 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, Sales Psychology, using **social media for prospecting**/digital selling, etc.)
- Sales & Marketing (analysis & implementation) & **LinkedIn Training**
- 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

Recruitment Training & Career Consulting:

- Recruitment training and support (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/LinkedIn profiles.
- Outplacement or redeployment



Correct Careers®



Making your business more
successful by improving
your gross sales!

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

“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**

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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 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** 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 **13,000+** contacts. **Jamie is also an Enterprise Adviser**

Correct Careers Coaching's or CCC's 9x Awards:

- ** SME Sales Training Consultancy of the Year 2021/22 (CorporateLiveWire Global Awards)**
- ** Best B2B Sales Training & Sales Strategy 2021 – UK (Business Elite Awards)**
- ** Best Sales Strategy & Training Consultancy 2021 - UK - Global Business Awards**
- ** Sales Selling Strategy Training of the Year 2021 - South West England – Global Business Insight**
- ** Excellence Award for Pandemic eLearning Services 2021 - SME News**
- ** Most Innovative SME Sales Training Consultancy 2021 - South West England**
- ** Best Business Award for Best New Product / Service (less than 2 years old) – Best Business Awards**
- ** Sales Selling Strategy Training of the Year 2020 - South West England**
- ** Best SME Sales Training Consultancy - South West England (2020) - SME News**

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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Reviews are welcomed: [Google Review Link](#)



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