

Your trainer today...



Mr. Simon Marshall

A BRIEF INTRODUCTION...

Born in Glasgow not too long ago and happily married to Rhona; just seems like yesterday!

Interests include hospital radio broadcasting, rock, blues and soul music and learning about single malt whisky. Preferably all at the same time.

Then I work off all that excess at my pilates class.



WORK EXPERIENCE & PROFESSIONAL TRAINING BACKGROUND

Simon has over thirty years experience in sales and marketing. He started work as a junior salesman in 1977 with a company called Elizabeth Shaw Limited  and during the next twelve years he progressed through the classic 'fast moving consumer goods' blue chip career path up to the position of National Accounts Manager where he had overall responsibility for a number of head office clients including Argyll Foods, Superdrug and House of Fraser.

In February 1990 he was invited to join  **PRUDENTIAL** as a Divisional Field Sales Training Manager, to help design, launch and run a new national field sales training department. During his time as Field Sales Training Manager, he was given total responsibility for all matters related to training within the northern region, which encompassed all of Scotland and Northern Ireland. As he was involved in the formation of the department, he played a major part in both the design of the strategy and in the development and implementation of the policies and procedures to which he and his staff would adhere.

Simon has been working with Cosensa Learning & Development since the launch of the business over four years ago and specialises in four key areas: management and supervisory skills, sales skills, train the trainer and personal communication skills.



QUALIFICATIONS AND MEMBERSHIPS



Simon became an  **INVESTORS IN PEOPLE** adviser in 1998, an SVQ Internal Verifier for business planning in 1999 and a Licensed Practitioner of Neuro-Linguistic Programming in 2005.