

Maroney

Rey Martin

Business Leader, Executive Coach & Mentor

Career:

- Freelance Executive Coach & Mentor, Business English Teacher
- Managing Director
- UK Sales and Marketing Director
- Business Development Director
- Field Sales Executive
- Sales Director



Coaching and Mentoring

Ray provides a tailored service, working with each person to ensure they develop according to their individual needs. He draws from his own experience to provide support in:

- Inspiring Leadership and Management
- Persuasive and influential communication, one-to-one and one-to-many
- Creative goal setting / targeting (to align with business plans)
- Managing profitable growth and expansion
- Defining the business proposition / service offering
- Defining the sales process / building and managing a sales pipeline
- Presenting credentials and formulating / presenting proposals
- Evaluating work/bid opportunities i.e. finding the right customers
- Negotiating & Contracting (clients/partners/suppliers)
- Major Account and Customer Management – strategic and day to day
- Improving sales performance – individuals and teams
- Troubleshooting effectively; when things are not working

Major Achievements

- Founder of “Calling All Angels” Foundation - raised over \$28,000 for causes supported in Asia
- Launched, grew and sold a successful, Top 100 UK Management Consultancy practice and developed the Heart and Soul Management® material, being recognised in 2002 with the “Best Business Leader Award” in his category in the Daily Telegraph annual business awards
- Raised the standards of sales performance in a wide range of organisations, including AXA PPP Healthcare, EDF, Abbey plc, Zurich Financial Services, Brady Corporation, Nationwide Building Society, Volkswagen Financial Services, West LB and The Automobile Association
- Played a key role in establishing Merchants Business Growth Consulting (1982-94), which was the fastest growing private consultancy in Europe in 1993:
 - - defining industry sector focus
 - - developing sales and marketing infrastructure
 - - winning and developing new clients with a value of over £5m per annum
 - - acquiring the first clients in Eastern Europe
- Devised and executed the 1990-1993 European Collaborative FDDI study for over 20 network product vendors world-wide, supported by the European Commission

Education:

- University of London, BA Hons, Social Sciences
- Hersonswood School