

Graham Roberts-Phelps

Business development interim manager, consultant, coach and trainer.

I currently work as a business development consultant, coach and trainer. Previously, my roles have included European Head of Sales Performance for Thomson Reuters (2002-2005), and many years as a top-performing IT solution sales professional, major account manager and sales and marketing director.

As an independent consultant I have personally advised, trained or coached thousands of people in hundreds of companies and dozens of countries; specialising in all aspects of sales, customer service and business growth.

I have written over 12 books on training and business skills.

Career highlights:

- Head of Sales Performance at Thomson Reuters
- Senior Consultant with Hoskyns (acquired by KPMG)
- Sales and Marketing Director Pearson Education
- Sales Manager ISC Systems – branch network IT solutions to banks and building societies.
- Major Account Manager Entre Computer Systems



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(Based in London and Spain)

Key qualities:

- Expert and highly knowledgeable at all aspects of business development and selling.
- Proven leadership and people-leadership skills.
- Successful track-record in major accounts and solution selling.
- Experience in a wide range of industries including IT, professional services and the financial sector.
- Clear and convincing presenter and communicator.
- International experience and focus.
- Up to date with current marketing technologies.
- Highly success orientated and self motivated.
- Able to build, develop, and manage virtual teams and networks.

