

# Sales, Growth & Productivity

## Bespoke programmes could include:



## About Orbit

If you are looking for a business partner who will deliver tailored programmes designed to develop your most important and valuable asset - your people - Orbit is for you. A specialist people development consultancy with expertise in:

### Dynamic Leadership

Empowering, energising and engaging your key people.

### Sales, Growth & Productivity

Utilising the latest techniques and scientific research to maximise your financial performance.

### Team Effectiveness & Employee Engagement

Delivering high-performing teams, company-wide engagement and inspirational culture.

## How Do We Do It?



ASSESSING • COACHING • TRAINING

### Assessing

We have a range of carefully selected behavioural and functional assessment tools we use to form the foundations of your bespoke Orbit programme.

### Coaching

Coaching your team, as part of your programme, often plays a major role in building longevity and achieving tangible results that are sustainable and focused on the organisation's specific goals.

### Training

We share powerful, relevant material via compelling, interactive workshops that are entirely geared to the firm and its objectives.

# Benefits of working with Orbit:

- ✓ A highly engaging programme that delivers clear, tangible benefits and ultimately drives growth.
- ✓ Provide a vehicle that creates headspace for your senior leaders to think strategically.
- ✓ Identify tomorrow's leaders and invest in them giving them the tools required to deliver now, and in the future.
- ✓ Ensure everyone in the organisation knows how they contribute to the vision and annual targets.
- ✓ Give your people the skills to achieve 'trusted advisors' status, thereby maximising customer relationships.
- ✓ Ensure accuracy, high levels of customer service and reliability are prevalent throughout the firm.
- ✓ Provide ways for everyone to interact more effectively internally, enabling ways to create High Performing Teams.
- ✓ Create an environment where people really love to work.

## THE NEXT STEPS

Let us know what you would like to do next by emailing [amanda.p@orbitbusinessdevelopment.com](mailto:amanda.p@orbitbusinessdevelopment.com) our Office Manager with your thoughts, possible dates and contact details.

OR

**REQUEST  
A CALL**



**Challengers.  
Enablers.  
Trusted Advisors.**



"Orbit helped empower the sales team to work towards becoming 'trusted advisers' and to have more meaningful business-like conversations with the key people in their accounts, and focus more on the sales job they are employed to deliver. Both team buy-in and sales outcomes so far have been incredible."

**Kevin Brockbank**

Core Sales Director | Santander Consumer Finance



"We wanted to turn a team of technical problem solvers into a team of strategic thinkers and challenger salespeople. Orbit helped us see what a successful salesperson looks like and what positive steps people need to make to become that."

**Jo Feldman**

Sales Director | Ideal



"We've had 54 acquisitions and you get different cultures, different sets of people. This training programme focused on building the daisy sales culture, giving people a standardised approach. With Orbit's help we now have people singing from the same hymn book."

**Andy Riley**

Public Sector Sales Director | Daisy

## A few from our Business Team



**Andy Hewitt**

Managing Director

As an experienced leader with 25 years cross-sector experience in B2B and B2C, Andy brings best practice from his time as Commercial Director with Nestlé and Procter & Gamble.



**Vicki Jackson**

Senior Consultant

An NLP Business Coach with a strategic board level background and a wealth of experience in business development and marketing for blue-chip finance and FMCG brands, Vicki contributes great expertise in the development of Orbit programmes.



**Will Galton**

Senior Consultant

With 20+ years experience, and an MSc in Change Management, Will's programmes are enjoyable, purposeful and make a lasting difference.



**Gill Barstow**

Customer Services Director

The head architect of Orbit programmes, Gill leads many projects and understands well the kind of business challenges busy executives face. She also understands how to achieve the best outcomes and is a trusted advisor to our clients.

**MEET THE REST OF THE TEAM**

**Andy Hewitt** - Managing Director  
t. 07711 608498 e. [andy.h@orbitbusinessdevelopment.com](mailto:andy.h@orbitbusinessdevelopment.com)

**Gill Barstow** - Customer Services Director  
t. 07712 186244 e. [gill.b@orbitbusinessdevelopment.com](mailto:gill.b@orbitbusinessdevelopment.com)

**Amanda Page** - Office Manager  
t. 07815 194227 e. [amanda.p@orbitbusinessdevelopment.com](mailto:amanda.p@orbitbusinessdevelopment.com)

[www.orbitbusinessdevelopment.com](http://www.orbitbusinessdevelopment.com)