



About Paul Hayden

Paul has over 25 years' experience in learning and development which means he brings depth and breadth to his delivery. He has written two books, which have been translated into numerous languages and sold over 75,000 copies each. As the author of "The Learner's Pocketbook" his participants find his sessions are enlightening, practical and effective.

A truly global consultant, he understands different cultural differences and needs. He has facilitated groups in the US, China, Japan, Brazil, India, Pakistan, Poland, Dubai, Egypt and Latvia amongst others. Paul has a strong sales background, and is a Fellow of the Institute of Sales Management. He regularly works both inside and outside sales, across a range of markets and sectors, to help individuals and teams achieve their potential.

Examples of Paul's work

- Facilitated Consultative Selling workshop for a leading international business school's Executive MBA Program
- Delivered Presentation Skills for an internationally recognized business school's flagship Executive Education Program

Accreditations

- Fellow of the Institute of Sales Management by Achievement
- Member of the Chartered Institute of Personnel and Development (CIPD)
- Certificate in Training and Development (CIPD)
- Advanced Financial Planning Certificate
- NVQ Assessor – OCR Level 3 Award in Assessing Candidates

What our clients say about Paul

"Paul's training had a profound effect on me and is a potential game changer. I recommend him strongly."
MBA Student at a leading UK business school