



## Julian Cash

Julian has over 9 years experience in adult learning and development both in the UK and Australia.

He has managed a team of up to 30 trainers involving multiple clients and Industries, including telecommunications, utilities, hospitality, finance and banking.

Julian's ability to engage with people from all levels of the business, through his business acumen, humour and communication skills, enables him to develop people and consequently help businesses achieve their strategic goals.

Julian's passion for Learning and Development enables him to tailor training strategies to ensure increased knowledge retention, resulting in increased performance, and hence increased Return on Investment.

### Julian can assist your business in the following areas:

- Training and Facilitation
- Performance Management
- Behavioural Interviewing
- Staff Inductions
- Training Needs Analysis
- Presentation Skills
- Leadership Development
- Customer Service
- Essential Sales Skills
- Sales Skills - Advanced
- Time Management
- Coaching
- Customer Service
- Interpersonal and Communication skills
- Instructional/ Curriculum Design
- Negotiation Skills
- Mentoring
- Team Building
- Time Management

### Qualifications and Accreditations

- Masters in Training and Development – University of Melbourne
- Graduate Diploma in Training and Development – University of Melbourne
- Bachelor of Science Operational Research – University of Wales
- Certificate IV Training and Assessment
- ASIC PS146 Tier 1 Life Insurance Training - Australian and New Zealand Institute of Insurance and Finance



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