



## Linda Newby

Linda Newby is a highly skilled sales and interpersonal facilitator with a history of sales achievement and a proven ability to deliver effective business solutions.

Linda has worked with both blue chip organisations, as well as, smaller and more intimate companies to achieve sales excellence and performance improvement. Her personal sales experience ranges from entry-level sales through to strategic business development and account management.

Linda's career history includes a broad range of 'hands on' roles including Sales Consultant, Key Accounts Manager, Sales Manager, Marketing Support Manager, Training Facilitator & Coach.

As a facilitator, Linda is an inspiring presenter with an amazing depth of personal experience that allows her to step outside of the sales arena and deliver a broad range of training initiatives designed to 'hit the mark'.

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

- Influencing and Negotiation Skills
- Managing Performance
- Organisational Skills
- Business Writing
- Coaching Skills
- Effective Communication Skills
- Customer Service Skills
- Leading and Managing
- Telephone Excellence
- Successful Recruitment Strategies
- Presenting with Confidence
- Essential Sales Skills
- Sales Skills - Advance
- Sales Management
- Selling over the Phone
- Time Management

### Qualifications and Accreditations

- Bachelor of Economics - La Trobe University
- Diploma Of Education - La Trobe University
- Certificate IV in Training and Assessment
- NLP –Neuro Linguistics Programming – Certified Practitioner- Neuroads Pty Ltd
- NLP –Neuro Linguistics Programming -Master Practitioner- Inform Research & Training
- Trainers Track Level – Certified Presenter/Trainer/Facilitator- Inform Research & Training
- Certified DISC Facilitator

### Professional Memberships

- NLP Trainers Association



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