

# **12/03/2009 08:30 am Sales Skills for Job Seekers**

**Presenter: Paul Hutchinson**

MEETING ANNOUNCEMENT - 12/3/09

QUOTE: Real success is finding your lifework in the work that you love.  
David McCullough

**WIND SOUTH MEETING FORMAT**

8:30 am – 8:45 am – Doors open, informal networking in the Lounge Room

11:15 - 12 noon: **MEETING TOPIC: Sales Skills for Job Seekers**

In this presentation, Paul Hutchinson, a management consultant in business development, will touch on some of the basic concepts of selling and relate them to the task of the job search. In essence the sales process is very similar to the job search process, and it is subject to the same pitfalls, i.e., our ego gets in the way when we encounter rejection or employer disinterest.

Professionals in sales spend their time talking to people and building relationships. This is the same task job seekers are confronted with but we call it networking. Sales professionals know that not everyone is a prospect and that there will be many nos along the way to a yes. This is something that job seekers soon learn but it is but a small part of what job seekers can learn from "road warriors." Paul will concentrate especially on how to stay focused and how to measure your progress in the job search over time. He will also explore the key question of how you can improve your job search results and reduce the hurts that accompany the job search.

You will leave with the following key take-aways:

- An understanding of what a sales process is and how it relates to a job search
- An understanding of many of the tools that are used by salespeople each day to control and measure progress
- A way to develop your own process and understanding for tracking and measuring progress

**PRESENTER:** Paul Hutchinson is a management consultant specializing in areas of business development , sales process and sales technology improvement. For the past five years Paul has been teaching classes and giving workshops on Sales, and Sales related subjects to small business owners and people that are thinking of starting a business. His primary area of focus includes assisting business owners and senior business teams to clarify

their business development and sales thinking, and align their sales processes against their objectives.

Prior to starting his management consulting practice five years ago, Paul worked as a manager and senior analyst in several Fortune 500 companies, and was co-owner of a private consulting firm. He has over 25 years of corporate and private experience with business process improvement and technology. Paul is currently serving on the Board of Directors of the Middlesex West Chamber of Commerce in Massachusetts.

His services include:

- Speaking and training on sales, and sales technology;
- coaching on developing effective sales skills and tools;
- facilitation of meetings focusing on business development and sales training;
- assessing current sales environments;
- and consulting on sales technology selection and deployment.

See you at WIND!

Larry Elle, Facilitator