



LEAD INSIGHTS TRAINING

Lead with integrity, serve with humanity



COMPANY
PRESENTATION

Lead Insights Training

Starting from the principle "Our client, our partner", Lead Insights Training identifies the client's need before starting the partnerships

We are a company that offers complete services: sales training services, personal retention, personal recruitment, team building, but also personalized training according to specific needs.

The first steps together are simple

ASSESSMENT AND ANALYSIS

Allow me to get to know you, your colleagues, your goals, so that we can work in the same direction, with the appropriate and necessary tools for your team.

PROVIDING SOLUTIONS

The solutions takes shape once the analysis of the identified need is finished. The implementation of solutions is a long-term, step-by-step process, with a continuous need for follow-up and adaptation.

About me

I am a professional with over 14 years of experience in the retail industry, with a focus on training and leadership. My experience includes:

- ▶ **TRAINING MANAGER @ INDITEX ROMANIA**
Authorized trainer at INDITEX Romania, multinational company, world leader in the production and sale of textile products. This includes the ZARA chain of stores worldwide.
I have spent more than 5000 hours as a professional, training of employees in different departments and for different positions within the company.
- ▶ **LEAD INSIGHTS TRAINING**
As an authorized trainer I've started the development of my own training course and training company, trying to bring new quality and services to this dynamic market.

Skilled in content development, program creation and learning initiatives, I have worked on high visibility projects and programs. I managed and monitored professional development courses for a major organization.

I have led, coached and developed individuals resulting in promotions and career advancement.



Lead with Integrity, Serve with Humanity.

Sales training

**Lead with Integrity,
Serve with Humanity.**

Selling means, above all, believing in what you intend to sell. Believing in what you want to sell means knowing that it is the best option or solution for your customer. The best option or solution does not mean the most expensive, the cheapest, the biggest or the brightest, but the MOST SUITABLE.

▶ **What is the purpose of a sales training course?**

At the end of the courses, you or your sales team will be able to:

- structure the priorities in the sales process;
- track sales goals;
- to self-evaluate yourself;
- know all the Tips & Tricks in the sales process;
- know good practices and codes of conduct in sales activities;
- apply sales psychology and not in the end;
- be a more knowledgeable and confident sales person and team.

▶ **What gives added value to any consultancy is its applicability strictly to the needs of the learners.**

That's why we can offer you personalized services based on the needs identified for your team.



Staff retention

**Lead with Integrity,
Serve with Humanity.**



It is said that the employee never leaves the company, he/she leaves the manager. In recent years, staff retention and especially retaining talented people within companies has become a continuous challenge for any organization, regardless of field and regardless of geographic region.

No one can promise magic fix for this issue and no one can avoid the inevitable, but nevertheless there are characteristics, approaches and techniques of leadership and human resources that every team and every organization should know and apply so that so that staff retention generates only a subjective, personal and specific problem, not a systemic one.

- ▶ **What is the purpose of personal retention courses**
At the end of the courses, you or your team will be able to:
 - identify retention opportunities and challenges within your company and team;
 - prevent and eliminate risks as much as possible;
 - identify talents, define them according to strict KPIs and maintain them within the company;
 - correctly and effectively apply current HR rules and procedures;
 - set your own KPIs and adjust them according to the needs of the company / HR department;
 - effectively contribute to maintaining the strategic position of HR departments as a key department within companies.

Team Building

**Lead with Integrity,
Serve with Humanity.**

A team is an organized group of people, led by a leader, who at the same time perform a work or action towards a common goal. The simplest and most descriptive definition is the hardest thing to achieve in practice. We are all different, with different goals, our own ways of working, our own educational and personal history, coming from different backgrounds and cultures.

- ▶ **What is the purpose of team building courses**
At the end of the courses, you or your team will be able to:
 - work together in the most efficient and pleasant way;
 - know techniques and best practices about internal communication within organizations;
 - self-assess the opportunities, challenges and risks within the team (according to the SWAT analysis);
 - find the best solution for calibrating and harmonizing your personal vision with that of the team and the company's mission;
 - think structured, objective, fair and efficient in the team, to reach the best results.

- ▶ What gives added value to any consultancy is its applicability strictly to the needs of the learners.

That's why we can offer you personalized services based on the needs identified for your team.



Team work inside-out

In a world where we are more connected virtually than ever before, it is very important to form a connection with people who have the same needs as us, through the teamwork.

We invite you to connect using sports, meditation and nutritional activities within a TEAM WORK INSIDE-OUT, where you will not only have benefits on a personal level, but also on a social level.

You will improve your concentration, clarity of mind, decision-making and productivity, but also your communication and collaboration skills with other people.

Some of the activities are performed individually, and others only relying on another person. In order to succeed in performing the moves that are not only up to you, you have to trust your teammate.

This way, members of an INSIDE-OUT TEAM WORK workshop open up to each other, getting the boost they need to feel safe, sharing ideas or asking for help within the team.

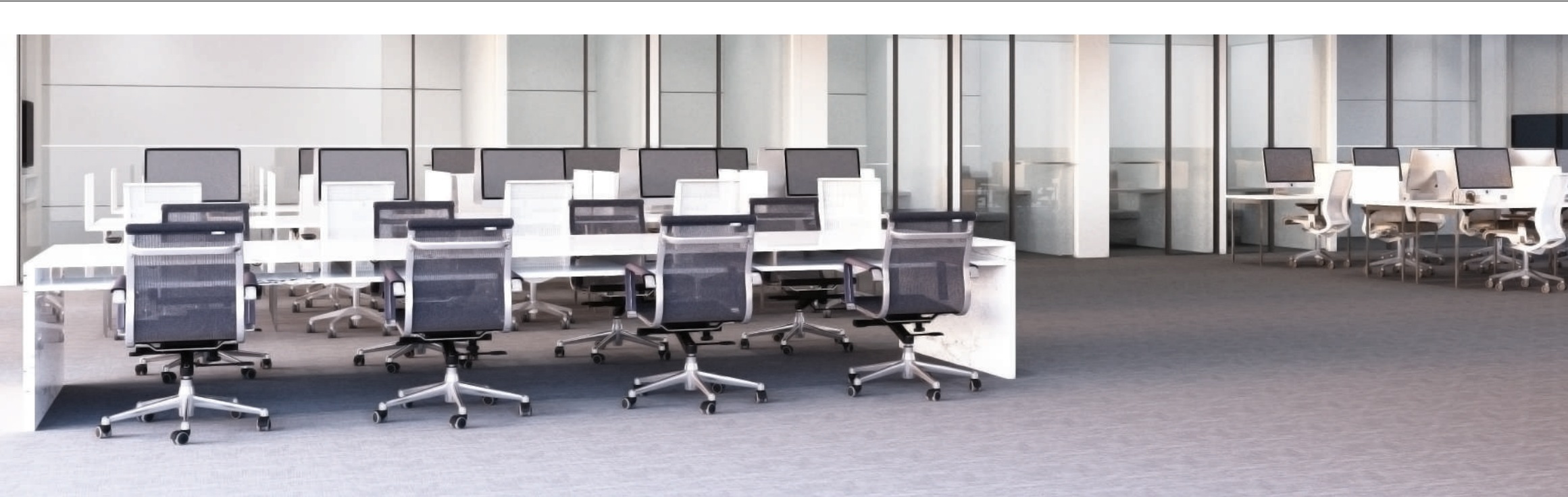
Within a TEAM WORK INSIDE-OUT workshop are both sports, educational-communication, interpersonal, and spiritual. Our workshop will give you the motivation to continue, to apply at home what you practice with us.

Another advantage of TEAM WORK INSIDE-OUT workshop is the innate competitive tendency in each of us. Seeing what others are capable of can inspire you to do more.

In order to keep up with those around you, you will have to exert more effort when performing specific movements, which will lead to positive completeness.



Portfolio



Lead with Integrity, Serve with Humanity.

For details and a personalized offer please contact us by any of the methods indicated below.

SEND US AN EMAIL
contact@leadinsightstraining.ro

SOCIAL MEDIA
Facebook: [@leadinsightstraining](#)
LinkedIn: [Lead Insights Training](#)

DROP US A MESSAGE
Mobile: 0799 155 867
Whatsapp: 0799 155 867