



Nick Baldock

Speaker / Trainer / Presenter / Coach



Has worked with:

- BMW
- Royal Bank of Scotland
- Barclays Bank
- SSI
- Manchester University

Background

Over 30 years in sales, 5 years with the Daily Mail winning awards for the highest sales year on year. Promoted to sales manager. Later set up own Sales Training Consultancy and has now established high-profile coaching clients and developed sales support products endorsed by a number of well-known leaders.

Expertise

Over 30 years experience in front line sales and as a result, bringing a high level of excellence in winning new business, making appointments and closing sales. Particularly strong in sales presentations and high-level negotiation skills. Works with any group size from large conferences to one-to-one sales coaching & mentoring.

Qualifications & Achievements

- Whilst working as a sales manager at American Express was awarded the Sales Excellence Award for the highest sales in the world outside the US
- 1995 – spoke at the Sales & Marketing Executives Association in San Francisco, California from which he received the highest evaluation score since records began.
- 1998 – spoke at a National Conference for Capital Radio to 90 people alongside high-profile speakers such as Allan Pease.
- 1999 – ran 2,851 miles coast to coast across America, San Francisco to New York in 132 days, an epic journey which he wrote a book about (for more information visit www.runningacrossamerica.com/book.htm)
- 2001 – ran 875 miles from Land's End to John O'Groats in 42 days
- 2002 and 2004 – ran 125 miles through Death Valley in 5 days
- Holds D32 & D33 qualifications in Coaching
- Has lectured on Sales & Marketing at Hertford College and Preston College

Interests

Long distance running, charity work, self development

www.trainerpool.co.uk