

Tony Smith

Trainer / Presenter / Coach / Business Consultant

Has worked with:

- BMW (UK) Ltd
- BMW Ireland
- Nissan Ireland
- Toyota (GB)
- Citroen (UK)



Background

Tony has worked in training and consultancy since May 1995. During this time he has worked with major clients and has an excellent track record of demonstrating dealer development improvements through bespoke consultancy. His current responsibilities include the delivery of sales and management training modules for BMW, as well as working in Dealership delivering training and consultancy for a number of key clients. Tony's background is predominantly senior positions within the sales department of reputable main franchise dealerships

Expertise

From a training perspective Tony's expertise lies within the design and delivery of sales and management training modules predominantly within the motor industry. Sales Coaching and one-to-one consultancy within business management is also a key area of his expertise. Tony spent ten years working for the motor industry training and consultancy specialists MITAC. During his time with MITAC Tony's involvement was diverse and included responsibility for the management, development and delivery of training and consultancy programmes.

Qualifications & Professional Memberships

- O levels

Interests:

When time permits Tony enjoys watching and competing in most sports. He is a member of a local private golf club (handicap 10) and occasionally plays both soccer and cricket for an 'over thirty-five' team. The majority of spare time is spent with the family or driving the children to the many activities in which they are involved.