

# Are your training programmes in tune with the business ?



**"Learning organizations have an edge.  
Learning translates into actions, and actions  
spark productivity"**

Jack Welch, former GE Chairman & CEO

## *The Challenges*

The role of HR has changed dramatically over the past few years. Like never before, HR play a pivotal role in the success of a company. Today's HR executives tell us that the biggest challenges they face are:

- Retention of talented people
- Proving the worth of HR to the business
- Systematically raising the productivity and performance of individuals across the organisation
- Creating a climate for organisational success
- Managing and developing appropriate training interventions

## *How i2i can help*

i2i have worked with many HR and Organisational Development teams to specifically address a wide range of challenges within the business development and sales functions.

As sales and sales leadership practitioners, we share common experiences with your teams, including gaining support and buy-in from your internal customers.

Our experience and offerings enable us to work with you to introduce development interventions that are aligned with both the business and the employee development needs. Our portfolio includes:

- Executive coaching
- Consultancy
- Sales training
- Leadership training
- Salesforce transformation
- Keynote speaking
- Coaching

## *What makes i2i different ?*

i2i have crafted their offerings and skills in the real business world. Our practitioners are all experienced business people who have learned the art of success.

We work together with the HR and OD professionals to the degree that works for them, from acting as your in-sourced partner working with you to create customised solutions through to the provision of core offerings that can satisfy specific and immediate needs.

Through our rigorous Needs Analysis Workshop we can accurately identify the training interventions that best fit your desired business results.

i2i core offerings include:

- Managing a sales force transformation
- Coaching and leading teams
- Coaching sales people for higher performance
- Pipeline management and lead generation
- Managing and developing client relationships
- Selling for non-sales professionals
- and.... a plethora of sales related skills programmes

*Successful business depends upon  
everyone working together. i2i  
provide the glue that makes it  
happen.*

*If you would like to find out more about i2i and how we can help you, email us at:*

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