

# One-to-One Coaching for Sales Leaders and Salespeople

REMOTE DELIVERY OPTION

Tailor-made coaching for people who recognise the value of an independent coach – to help them get back on track, achieve their objectives faster or simply maintain peak performance.

## Reasons People Engage a Coach

Common reasons include, that they:

- Are recognised by their organisation as having high potential
- Have something specific they want to achieve, eg being best placed for a next role
- Recognise that something has knocked them for six or dented their confidence
- Are feeling out of kilter and seek motivation, direction or a sense of purpose.

Or want:

- To take their performance to another level with less grind and more enjoyment
- An impartial sounding board to reflect back, bring clarity and give a sense of reason
- To maintain motivation and 'match fitness'.

## How it Works

Coaching sessions are 45 minutes by video call or phone. Frequency depends on the situation and objectives but typically start off as two weekly and move to monthly or quarterly once things are on track.

Additional options include:

- Observing the coachee in their work environment, eg a regular review with a team member
- TrueTilt and Tilt PIP (360°) Character Strength Assessments to provide fresh perspectives on solving current issues and areas for the coachee to develop.

## About the Coach

Jim brings a wealth of coaching and sales experience, having worked with more than 1,300 sales leaders and their team members globally. He has an exceptional ability to read people and situations. His coaching has been described as holistic, believing that it's no good working on what people need to do if they aren't in the right frame of mind to do it.

## Outputs

Sessions enable coachees to:

- See what is working and what is not
- Develop new perspectives, ways of thinking and ideas
- Turn ideas into specific actions to implement.
- Pick what to focus on for short, medium and long-term returns
- Take out the emotion from a situation and discard things that deplete their energy.

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*The decisions I'm taking are based on clearer evidence which gives me a greater certainty that I am doing the right thing.*  
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*The one-to-one sessions gave me strong insight into how we operate individually and within a team. I would encourage anyone to engage with Jim and experience the impact he can have on results.*  
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*Jim's intuition and empathy plus his vast experience, examples and references really bring his coaching alive. His adeptness at breaking down situations enable you to build up a set of positive actionable activities.*  
”

**JimWigg**

Coaching for Sales Teams

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