



MITCHELL PHOENIX

LEADERSHIP AND MANAGEMENT TRAINING

Strategic Management Development Sales and business development Customer Service and orientation

Our Executive Group

Kevin Yates – Managing Director Mitchell Phoenix Group

Expert at identifying how Senior Managers and their organisations can gain significant advantages from structured management development initiatives. This has involved the development of efficient management audit tools, the planning and design of effective programmes that target the distinct needs of each organisation, and planning the logistics of implementation with worldwide management groups.

The design and implementation of major “culture change” projects aimed at unlocking the potential of complete management groups. Carries out research into the way organisations improve and how they can turn theoretical information and concepts into practical ways for managers to improve the quality of their personal style and approach. He is expert in delivering development projects targeted at the organisational goals and ambitions.

Has pioneered and championed the concept of leadership training based on output, not input

Has written papers on leadership learning and is sought after for speaking engagements, seminars and workshops on how organisations can grow leadership

James Donnelly – President Mitchell Phoenix USA & International Project Director

Outstanding management development specialist. James brings a no-nonsense approach to management development, he is demanding and straightforward in helping others realise their leadership and management potential.

He is able to communicate theoretical understanding so that others can apply what they learn in practical and profitable ways within their working environment. Having worked with many different organisations over the past 15 years he has developed expertise in course design tailored to meet both individual's and organisations' needs for personal and corporate development.

Has been instrumental in building the Mitchell Phoenix platform: Training programmes that target business results.



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Robert Karssiens – Management, Sales, Customer Service and Marketing Training

Experienced VP Sales and powerful trainer. Has delivered programmes in the USA, Asia, Europe, UK. He is fluent in English, Dutch and German. Recently finished an interim assignment with Icon Polymer. Robert is a rare combination of super salesperson, businessman and effective trainer.

Expert in the provision of integrated Sales Management, and Sales Development Programmes for complete sales teams. Designed and built the series of Sales Programmes for strategic selling around the Mitchell Phoenix Platform – Programmes that target business results.

Robert has been an effective sales trainer for 20 years, provides advice and consultancy to multi-nationals on how to build a professional sales organisation

Ruedi Bacher - Plus Management Bern Switzerland

We have a strategic alliance and product development agreement with Plus management. All programmes available in the UK are available through Plus Management resources in Germany, Switzerland and France in all local languages. Plus Management are highly capable and share our philosophies and programme plans. Ruedi and his team have been practicing in this field for 18 years and are experienced at senior level.

Associate Project Directors

Dr Richard Atkinson – Executive Coach, interim CEO, Development in Strategic Planning

Highly experienced CEO in life Sciences industry. Currently working with a range of International Business groups. Previous appointments included, CEO Life Sciences, CEO Inhealth Group. Has a rounded and broad ability to assist senior managers implement strategic organisational change. Undertakes consultancy on a wide range of commercial issues from specific projects to interim assignments.