

Testimonials for Mike Kemball

“When Mike was first introduced to me, I was sceptical about hiring a sales coach. I didn’t think it was a good idea to spend money to have someone teach me to sell. How much could he possibly know about our niche of a business. And what more could I learn about pipelines. What I and my team found was that my experience with Mike was nothing like I anticipated.

Mike has a tremendous knowledge of how to listen to, and build value for prospects. I was always in a hurry to show how much knowledge we had accumulated as a business that we often hadn’t got to the prospects ‘why’. Mike has done a tremendous job helping me develop the skills, thinking and organisation in areas where I was weak to complement my strengths. He helped to turn my countless revenue generating ideas into clear actionable workstreams and supported me in training the team.

Growing an agency has had a huge impact on my life where working hard was my singular mantra. Mike has not only enabled us to work smarter, implementing systems and processes, but focused and crystallised my thinking giving me a better work life balance.

I highly recommend Mike and enjoy working with him.”

Tom Nixon, Client Services Director and Co-Founder, Qumin

“I was fortunate enough to meet Mike in the Spring of 2019. From the very first meeting Mike has been nothing short of remarkable. He has gone to great lengths to explain different concepts to me before then breaking them down into real world examples. I call him the godfather of sales.

We have profiled our entire customer base together and Mike has helped us to profile these in great detail. The uplift in our activity has been phenomenal and I can’t thank Mike enough for his on-going support. “

Nathan Lomax, Director and Co-Founder, Quickfire Digital

“We have had three Alignment Day sessions at intervals of 4 months with my team of four Executive Directors and the 20+ people who report directly to them using Mike Kemball to design and facilitate each of the sessions.

The series of sessions have had a tangible impact on the organisation being able to operate as a team to deliver in the face of big challenges. It is an ongoing programme which has been an excellent investment. I can wholeheartedly recommend Mike Kemball for his ability to professionally deliver the training and facilitation programme with tangible results.

David Smith, Chief Executive, NHS Kingston Primary Care Trust

“I have had the pleasure of working with Mike for 5 years, initially as Interim Commercial Director for Greenwood Air Management. During this time Mike was invaluable in growing our Ventilation sales, he also provided strong leadership when integrating Greenwood into the Zehnder sales organisation during 2015. His personal qualities include enthusiasm, passion, teamwork mentality and intelligence. He was well respected throughout the organisation. Therefore, I can recommend Mike for a senior role within an organisation.”

Tony Twohig, Managing Director of Zehnder Group UK

“In a short period of time, Mike was able to win the confidence of the Bulgarian sales teams and work with them in a way that was not confrontational yet provided leadership and direction. Without the strong sales effort that Mike had spearheaded, the mobile and broadband products would not have been the success that they subsequently became.

Testimonials for Mike Kemball

I have no hesitation in recommending Mike Kemball to your organization. He has the life experience that enables him to work with diverse people and cultures and the work experience that enables him to see the big picture without losing sight of the details and get the job done."

Tony Robinson, Chief Commercial Officer, Bulgarian Telecommunications Company (BTC)

I have worked with Mike Kemball for 3 years on a number of key projects in people development for the Bulgarian Telecommunications Company (BTC Group). Over this period I was responsible for the development of all our key people across the Group, in its transformation from a state monopoly to the largest private company in Bulgaria.

Major programs that we successfully implemented with the valuable advice and support of Mike, in addition to using him as a lead trainer, were:

- *Sales Academy, a program of training modules over a two-year period focused on improving sales results and developing the sales and relationship skills of our sales force of 250 people operating in the business sector (both Corporate and SME)*
- *Management Development Program, a structured approach focused on improving the effectiveness and people management skills of the senior and middle level management, including our High Potential managers*
- *Train-the-Trainers program, for the in-house team of eight full time trainers, a team of 30 high performing sales people for the Sales Academy, key managers and communication professionals within the company. The program had outstanding results in transforming the delegates' skills in communication, presentation, influencing people, winning audiences and managing transformation in oneself and others.*

Mike was a really valuable part of our team over these three years, supporting us through coaching and mentoring to build our competences to a level where we could perform at the highest world-class standards.

He has great professionalism and excellent people skills, combined with a wealth of management and sales experience. He was able to share these with us to focus the efforts of individuals and teams to achieve goals and show results, helping them to take ownership and responsibility.

While working on various projects, Mike turned many peoples' thinking upside down, with dramatic effect. Most of the people in the company with whom he worked were promoted several times during the last 3 years thanks to his support and influence.

I would recommend Mike Kemball as a great partner for every aspect of the business.

Silviya Andreeva, Senior Manager Human Capital Development, BTC Group, Sofia, Bulgaria

"When a country subsidiary was at risk or going out of control, I could send in Mike Kemball as my trouble-shooter. He always resolved the situation quickly, won over the local teams and delivered the required results."

Jean-Pierre Vandromme, Chief Executive Officer of GTS Business Services Division (Ventelo)