

NEIL SHORNEY

A top-rated sales, leadership and business skills trainer
with commercial experience since 1998

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1998-2000

*Energy Management Brokers Ltd
(now part of Accenture UK)*
Energy Broker, negotiating deals
between major energy users
and suppliers

2000-2001

IIR Training - Telecoms & Technology
Sales Executive, selling
international Telecoms & IT
training programmes

2001-2003

ESI International
Senior Sales Executive &
Account Manager, selling Project
Management and Business
Analysis training programmes as
new business and key account
management across EMEA

2003-2016

ESI International
EMEA Inside Sales Manager &
Trainer, leading and training the
EMEA sales team

2006-2013

ESI International
Internal Trainer, designing and
delivering global training
programmes in sales,
team-building, leadership,
corporate messaging and
Microsoft Excel™

2012-2017

TwentyEighty (formerly ESI Intl.)
Senior Client Trainer & Coach,
training senior professionals in
communication, coaching and
business skills

2011-

Navanter Ltd
Helping businesses to succeed
through training, coaching &
consultancy

TRAINING EXPERTISE

Sales
Customer Service
Leadership
Presentation Skills
Problem Solving
Business Mindset
Conflict Management
Project Management
Microsoft Excel™



WHAT MAKES NEIL DIFFERENT?

Background in
Performing Arts

= lively, confident
delivery

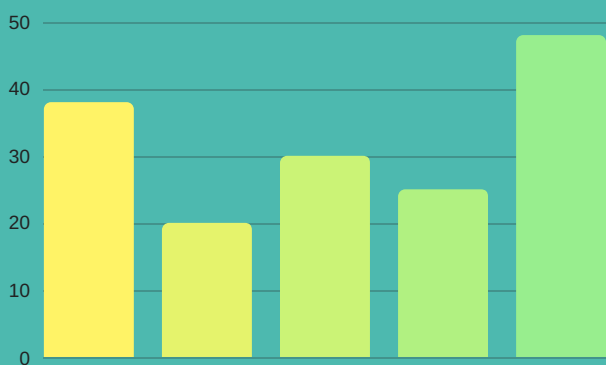
BUSINESS EXPERIENCE
SINCE 1998

GENUINELY
multi-skilled

Soft
skills

Neil

Hard
skills



CERTIFIED PROJECT MANAGER

QUALIFICATIONS



Music



Degree

French
speaker



Neil showed continually
during the course how
to walk the talk - Jeremías
Iglesias, European Central
Bank

Enthusiastic, great energy,
and adapted to our style -
Helena Marillier,
Motorola Solutions

One of the best
instructors I have ever
had - Anne
van Winckel,
Cisco Systems

FAVOURITE DELEGATE COMMENTS

Really made the
content come to life -
Dave Newton,
Spectrum Brands

Could not have
been better - Laura
Runkel, Citeline
New York