

John Mactear

John has developed and delivered Customer Service, Sales, Key Account Management, Business Simulations, Senior Management Team Strategy Sessions, Graduate Recruitment Selection days and Sales Leadership programmes, for SMEs and large multinational Clients. He is also author of *Fast Track to Sales Success*.

He has ten years accrued success working in the Middle East with a wide spectrum of clients across most industry segments. Initiatives with a strong regional flavour such as those centred on optimising multi-cultural team performance, cultural change, succession planning from within the local talent pool, empowerment of second level management teams and creating a performance culture form the greater part of his project work. Recent trends focusing on connecting technology with more traditional methods of workplace implementation measurement have been an area of intense focus recently.