

Mentor Training

training * coaching * organizational development

- **Performance through education for people and organization™**

We offer *training, coaching, selling skills evaluation* programs and consultancy for systems development: recognition and motivation, recruitment & selection, measurement and reporting for sales activities, career paths, organizational culture evaluations and feedback for client and quality oriented companies.

Benefits. What you will get

- developing selling skills for people and improving incomes
- personal development for people and decreasing turn-over
- team development and new interpersonal communication
- pro-client attitude development and superior services for long term relationships
- management systems development into organization

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Our mission

Performance through education for people and organization.

Our values

- Communicate – we understand that through communication we can motivate people for action, change and develop their careers.
- Excellence – we desire to be very performing in our diligence. To be the best is not enough if the level is low.
- Integrity – every client is a special client and we keep clear promises.
- Client comes first – client satisfaction is our satisfaction. Satisfied clients will ask new solutions and we will be on market for long term.

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Our clients

ING Asigurari, Millenium Bank, Editura Polirom, Tehnoton Iasi, Ewopharma AG Romania, Romtelecom, Romcar București, GE Money Romania, Romsar România, Metro Cash&Carry, Cersanit Romania, Adama, Trust EuroTherm, Auto Mitric, Cybernet AutoCenter, Trado Motors, Tester Iași, Casa Auto Iași, Gold & Platin Automotive, Conex Grup Iași, Vinexport Focșani, Fiterma Pharma, Laropharm.

Visit our full client's list on website: www.mentortraining.ro, page [Clienți](#)

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Goodwill

- 400 courses in 10 years, over 5500 participants, 39 open courses. Our trainers have relevant selling, training and management background in multinational companies: ING Romania, CitiBank Romania, Sarantis – Romsar, Wrigley
- **Mentor Training** is authorized training and forming provider for trainer&sales agents
- **Mentor Training** own international **LIFO**® license for behavioral evaluations
- **Mentor Training** own international **Human Synergistics**® license for organizational culture evaluations
- **Mentor Training** is the only training firm in Romania to train managers with “Coaching in 7 steps™” method

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Our competence fields



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Training for management teams Program: **Mentor Management**



- Team building
- Sales teams Management
- Human resources Management
- Time Management
- Leadership
- Advanced communication skills – Transactional Analysis for managers
- Train the trainer
- Stress Management
- Conflict Management
- Project Management – basic tools & skills

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Training for sales forces Program: **Mentor Sales**



- Team building
- Organizational culture
- Selling skills and techniques
- Planning and organizing sales activities
- Merchandising skills
- Interpersonal communication for sales
- Negotiations techniques for sales
- Adapting sales to the client's behaviors
- Advanced sales techniques
- Superior Client Services

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Open courses



- Management coaching
- Financial education
- Emotional Intelligence
- Human Resources Management
- Train the trainer
- Advanced Train the Trainer
- Negotiation techniques
- Objections & closing techniques
- Creative Thinking
- Time Management
- Professional contacts on phone

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Human resources



- recruitment & selection
- organizational evaluations
- management systems development
- personal development & career path

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Coaching for managers



We coach managers with *Coaching in 7 steps™* method to provide performance for their teams

“The manager objective is not to like people is working with. Neither to change them. The objective is to value their talents!”

Alfred P Sloane, ex-CEO General Motors

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Mystery shopping



Skills, knowledges and attitude evaluation statistical method in order to provide accurate strong and weak points for scient's selling systems.

If the system has no feedback it will run for auto sufficiency, internal comfort for organization and employees and will be not committed to the customer's satisfaction.

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The trainers

- Radu Nechita – LIFO® and Human Synergistics® licensed
- Corneliu Danila – trainer, specialized in FMCG, merchandising, mystery shopping
- Florin Mare – associate trainer, specialized in Creative Thinking and marketing
- Teodor Simion – senior trainer, LIFO® licensed
- Magda Nechita – teambuilding programs coordinator & trainer

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Contact



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