

# PROFILE

## Martin Hoyle

### PCS PROFESSIONAL COACHING SERVICES

**Specialist in sales team evolution**  
**Helping you build the salesforce you need next.**

I am a Professional Sales and Sales Management Coach. Since 1996 I have been working with the Sales Teams of some of the most demanding and successful organisations in Europe and the Asia-Pacific Region, including PepsiCo, Hewlett-Packard, Domino's and KPMG. I have more than 75 written testimonials from clients of all sizes and industries.

Prior to this I spent over 20 years as a Sales and Sales Management Professional working for a number of Global IT organisations. I hold formal qualifications in Business Management, Coaching, Sales and Marketing.

I help companies to make sure that the men and women they have chosen to represent them in front of their customers operate at a level which is absolutely in line with the organization's current cultural and performance ambitions. I deliver this through 3 distinct but interconnected offerings:

1. Training - The in-house delivery of highly-customised, world-class training in Professional Sales and Sales Management, underwritten by the Institute of Sales and Marketing Management (ISMM), the gold standard in sales professionalism.
2. Coaching - Turning theory into practice through high-impact, face-to-face individual and team embed coaching
3. Specialist advice - With over 40 years experience working with professional Sales Teams all over the world, I can help you implement best-practice sales processes and systems.

I have joined forces with The Institute of Sales and Marketing Management (ISMM) and Growth Engineering (GE) to provide some of the best sales training content in the world, delivered in person and online via an internationally-acclaimed, modern LMS platform.

With over 20 years' experience as a Professional Coach and a long history in Field Sales and Sales Management, I have both the skills and credibility needed to build strong, trusting coaching relationships with Sales and Sales Managers of any background, age and ability.

I provide specialist support services to companies wishing to build and maintain strong Sales and Sales Management teams. These services include Sales Compensation, Sales plan design and creation, and consultancy on best-practice sales and sales management process.

#### **David Scott, Managing Director Emerson Network Power Australia**

"Martin's rich business background and empathetic but direct approach really hits home. He quickly grasps the situation and responds with authority and believability. I highly recommend Martin to any company/individual who wants to improve. His no nonsense/challenging style works"

#### **Andy Hill, CEO Oniqua Pty, Brisbane HQ**

"In a very short time Martin was able to make a real difference on both a personal and company level. He provides a challenging but supportive external perspective, a valuable source of best practice and inspiration as well as being a wise and experienced sounding board. I highly recommend Martin's services to anyone looking for a Coach."

**If you are interested in taking your Professional Sales and Sales Managers to the next stage in their evolution, please get in touch.**

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### WHO I AM

### WHAT I DO

(click on heading to expand)

### TRAINING

### COACHING

### SPECIALIST ADVICE

### TESTIMONIALS

### CURRENT PRICING