

CORPORATE  
BROCHURE  
DESIGN



**ETP**  
ELITE TALENT  
PLACEMENTS

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**EMPOWER, ELEVATE, EXCEL**  
IGNITE GROWTH WITH ETP'S TRANSFORMATIVE CORPORATE TRAINING



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# ABOUT US

Navigating the complexity and bustling business landscape in Nigeria whilst remaining competitive, relevant and innovative would be perceived as a challenge for any organisation.

However, any establishment wishing to remain competitive in the business arena must quickly realise the fundamental requirement for such corporate entities to think beyond the norm whilst proactively taking initiatives aimed at propelling their organisation forward.

This is where Elite Talent Placements (ETP) emerges as a beacon of innovation and excellence in the realms of corporate training. Research and statistics has highlighted the irrefutable correlation between the success attainment levels of organisations choosing to proactively invest in corporate training and increased profitability.

At Elite Talent Placement, our approach transcend conventional corporate training that can be widely accessed through your standard training providers. ETP stands uniquely in its ability to connect your organisation with globally renowned industry experts that are well trusted and experienced in delivering corporate training to some of the world's leading corporations in various sectors across the globe. Partner with ETP to experience first-hand the transformative impact of our strategic training initiatives on your organisation's growth trajectory.



# WHY CHOOSE US

Elite Talent Placements is philosophically rooted in the desire to bridge the knowledge gap between national and international organisations by connecting you with specialists and industry expert trainers from across Europe and America who are well experienced in training organisations of all sizes from agile SME's to global leaders.

Partnering with ETP presents your organisation with a unique set of competitive advantages such as eliminating the challenges that would otherwise be associated with sending your employees abroad to be trained to an internationally recognised standard.

These include but are not limited to; the huge financial overlay to your organisation, the disruption to your business and necessary travel visa arrangements. We simply bring the expert trainers to you at a fraction of the cost without the need to compromise on quality!

Elite Talent Placements is agile! We propel your organisation to embrace excellence whilst navigating the future with confidence through our ability to remain fluid and responsive to market trends and demands through our offerings.

As the expert corporate training firm, ETP leverages on its depth of industry insights and intelligence to offer its clients courses that are curated to address current and future business challenges and fully aligns with your organisational goals whilst ensuring the untapped potential within your workforce is unlocked.

Whilst we offer corporate training courses that are fundamental to any organisation seeking to remain competitive and futuristic (see our core courses) the majority of our corporate training will be in response to market demand, need, change and trend.



# OUR CORE COURSES

In light of the dynamic nature of the workforce, we consistently conduct a comprehensive review of our courses, proactively adapting to the evolving business landscape. As part of our commitment to meeting your organisational needs **we continually augment our offerings by introducing new and relevant courses.** We do however offer a set of core courses that are fundamental in driving your organisational success



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# CONSULTATIVE SALES TRAINING

## PARTICIPANT PROFILE:

- SALES PROFESSIONALS
- SALES MANAGERS
- BUSINESS DEVELOPMENT
- SALES LEADERS

## COURSE DELIVERY:

VIRTUAL INSTRUCTOR LED  
ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

Our Consultative Sales training has been designed to equip your team with the necessary skills needed to win more business, close more sales and make more money! Whether telesales, online sales, direct sales, B2B or B2C our training equips your sales team with the proven framework that is guaranteed to transform their sales figures.

This course is highly suited to organisations offering a subscription based service, a high value service or product. We teach your team the science of selling, techniques that are adopted by top sales professionals across the globe with proven results. Your team will learn the buyer's psychology profile, how to effectively handle objections, get through gatekeepers, and effective closing techniques to name a few. If your organisational objective is to win more business by transforming your sales team from average to consultant level sales professionals then our Consultative Sales Training is a must for you.

Upon completion, you can expect the following benefits to your business:

- Increased revenue from improving closed sales figures.
- Competitive advantage from building a sales culture that's tightly aligned to market need.
- Closing new and larger deals by helping your clients in diagnosing previously unrecognised business needs.
- Shorten sales cycle from driving momentum and building buyers confidence to commit.
- Be perceived as the experts from cultivating a more consultative approach in your dealing with clients.





# CUSTOMER RELATION TRAINING

## PARTICIPANT PROFILE:

- SALES
- ACCOUNT MANAGEMENT
- FRONT OFFICE

## COURSE DELIVERY:

- VIRTUAL INSTRUCTOR LED
- ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

In highly competitive market conditions filled with discerning customer base, clients expect fast, convenient, proactive and high standards of customer services with every interaction. Studies have shown as much as 61% of clients have switched to a competitor based on a negative customer service experience. With the introduction and high engagement levels of platforms such as TrustPilot and social media, your clients have a voice like never before, and they are sharing their experience with your organisation.

In addition to this, potential clients refer to such platforms when deciding to engage with your organisation or that of a competitor. The need to provide the highest standard of service has never been as paramount or strongly linked to an organisation's performance as it is today and will be in the future business landscape. The key to maintaining your client base, attracting new ones and remaining competitive lies in your organisation's ability to take complete control of your customer experience process which is where Elite Talent Placements can partner with your establishment in order to equip your team through our Customer Relation training course to deliver a globally recognised level of service with every client interaction.

## Upon Completion, You Can Expect The Following Benefits To Your Business:

- A stronger customer loyalty base.
- Boost client retention and repeat business.
- A reputation as a provider of excellent service.



# HIGH IMPACT LEADERSHIP TRAINING

## PARTICIPANT PROFILE:

- 3 TO 6 YEARS OF MANAGERIAL EXPERIENCE IN LEADERSHIP ROLES
- YOU'RE A HIGH POTENTIAL TEAM MEMBER / ANTICIPATE A TRANSITION INTO LEADERSHIP ROLE
- A CURRENT MANAGER WHO WANTS TO ENHANCE YOUR CURRENT PERFORMANCE AND ORGANISATIONAL SUCCESS
- A FUNCTIONAL SPECIALIST INTERESTED IN BUILDING A WORKING KNOWLEDGE OF THE LEVERS OF LEADERSHIP
- SENIOR LEADER SEEKING TO MOTIVATE YOUR ORGANISATION WHILST SEEKING TO EXPAND YOUR LEADERSHIP TOOL SET

## COURSE DELIVERY:

- VIRTUAL INSTRUCTOR LED
- ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

Accelerate leadership development across your organisation by partnering with Elite Talent Placements and witness your organisation transform to a thriving force to be reckoned with!

Successful global organisations understand that to maintain their success, they must bring together different ideas, different perspectives from all over the organisation but also from outside the organisation. To achieve these goals, organisations need leaders! leaders that understand how to link all these ideas and insights together, understands how to deliver on those ideas and insights through teams and understand how they themselves can deliver these results, this is what the High Impact Leadership training with Elite Talent Placements offers. As part of our High Impact Leadership course, delegates are taught how to be futuristic in their approach to leadership as well as gain a fresh perspective that is guaranteed to underpin its value in delivering meaningful outcomes across any business and industry.

Upon completion, you can expect the following benefits to your business:

- Tools and frameworks to refine your personal leadership purpose, in alignment with the purpose of your organisation.
- Skills to face workplace challenges, such as having difficult conversations, leading teams and dealing with complexity.
- Leadership strategies for driving organisational change and preparing for the future whilst maintaining high team performance.



# MANAGING TEAM PERFORMANCE

## PARTICIPANT PROFILE:

- MANAGERS AND TEAM LEADERS
- HUMAN RESOURCES (HR) PROFESSIONALS
- PROJECT MANAGERS
- TEAM COACHES AND FACILITATORS
- ENTREPRENEURS AND SMALL BUSINESS OWNERS
- CONSULTANTS
- ORGANISATIONAL DEVELOPMENT PROFESSIONALS
- LEADERSHIP DEVELOPMENT PROGRAM PARTICIPANTS
- SUPERVISORS

## COURSE DELIVERY:

- VIRTUAL INSTRUCTOR LED
- ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

Effective team management is essential for achieving organisational objectives. At ETP our training program equips managers, team leaders, consultants, small business owners amongst others with practical tools and techniques for optimising team performance.

Participants learn how to set clear and achievable goals, provide constructive feedback, and motivate team members to excel in their different departments. Through case studies and interactive discussions, participants explore strategies for resolving conflicts, fostering collaboration, and leveraging the strengths of individual team members to achieve collective success. ETP's training emphasises the importance of fostering a positive team culture grounded in trust, respect, and accountability.

Upon completion, you can expect the following benefits to your business:

- Employees would effectively be able to navigate challenges, overcome obstacles, and seize opportunities for innovation and growth, ensuring organisations remain competitive in a rapidly evolving marketplace.
- As teams become more focused and aligned with organisational objectives, they can deliver results more effectively and consistently.
- Teams communicate better and collaborate more effectively.
- Engaged employees are more committed to their work, leading to higher levels of job satisfaction and reduced turnover rates.
- Optimised team performance driving business success and competitiveness.







# STAKEHOLDER MANAGEMENT

## PARTICIPANT PROFILE:

- PROJECT MANAGERS
- BUSINESS ANALYSTS
- CUSTOMER SUCCESS MANAGERS
- PUBLIC RELATIONS SPECIALISTS
- NON-PROFIT LEADERS
- CORPORATE COMMUNICATION MANAGERS
- SUPPLY CHAIN MANAGERS
- GOVERNMENT OFFICIALS

## COURSE DELIVERY:

- VIRTUAL INSTRUCTOR LED
- ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)


Successful projects and initiatives depend on effective stakeholder engagement and management. ETP's training program provides participants with the skills and insights needed to navigate complex stakeholder dynamics.

ETP's programme would teach participants how to identify key stakeholders, assess their interests and influence, and develop tailored communication and engagement strategies. Through role-playing exercises and real-world scenarios, participants gain practical experience in building relationships, managing expectations, and mitigating conflicts among stakeholders. This training emphasises the importance of proactive stakeholder management in ensuring project success and organisational alignment.

Upon completion, you can expect the following benefits to your business:

- Improved understanding and management of stakeholders leading to stronger relationships built on trust and collaboration
- Better stakeholder engagement therein reduces project risks and increases the likelihood of projects meeting objectives on time and within budget.
- Informed decision-making processes resulting from insights gained through stakeholder analysis and engagement, leading to better outcomes.
- Understanding stakeholder priorities and preferences lets your organisation allocate resources more effectively, maximising value creation.





# CORPORATE NEGOTIATING & INFLUENCING

## PARTICIPANT PROFILE:

- SALES PROFESSIONALS
- BUSINESS DEVELOPMENT MANAGERS
- EXECUTIVES AND LEADERS
- LEGAL PROFESSIONALS
- MARKETING AND BRAND MANAGERS
- CONSULTANTS
- CUSTOMER SERVICE
- SUPPORT MANAGERS
- GOVERNMENT RELATIONS SPECIALISTS
- HUMAN RESOURCES MANAGERS
- PROJECT MANAGERS
- PROCUREMENT AND SUPPLY CHAIN MANAGERS

## COURSE DELIVERY:

VIRTUAL INSTRUCTOR LED  
ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

Negotiation and influencing skills are indispensable in any corporate environments and everyday life. ETP's intensive training program equips participants with advanced negotiation techniques and persuasive communication strategies.

Participants learn how to prepare effectively for negotiations, identify common negotiation tactics, and negotiate win-win outcomes that drive value for all parties involved. Through simulated negotiations and interactive workshops, participants hone their negotiation skills and develop confidence in handling challenging negotiation scenarios. ETP's training also explores the principles of ethical persuasion and influence, empowering participants to build consensus and achieve their objectives in corporate settings.

Upon completion, you can expect the following benefits to your business:

- Enhanced negotiation skills leading to more favourable terms, agreements, and contracts, resulting in increased profitability and value for the organisation.
- Strengthened relationships with clients, partners, suppliers, and stakeholders through collaborative and mutually beneficial negotiations.
- The ability to negotiate effectively provides a competitive edge in securing new business opportunities, retaining clients, and navigating competitive markets.
- Improved negotiation skills enabling your business to identify and capitalise on new opportunities for growth, expansion, and partnerships.
- Efficient negotiation processes enabling faster decision-making, facilitating the execution of strategic initiatives and projects.





# IDENTIFYING CORPORATE TRAINING NEEDS

## PARTICIPANT PROFILE:

- HUMAN RESOURCES (HR) PROFESSIONALS
- TRAINING AND DEVELOPMENT MANAGERS
- LEARNING AND DEVELOPMENT SPECIALISTS
- QUALITY ASSURANCE PROFESSIONALS
- CHANGE MANAGEMENT SPECIALISTS
- EXECUTIVES AND SENIOR LEADERS
- ORGANISATIONAL DEVELOPMENT CONSULTANTS
- TEAM LEADERS
- CROSS-FUNCTIONAL TEAMS
- LEARNING AND DEVELOPMENT SPECIALISTS

## COURSE DELIVERY:

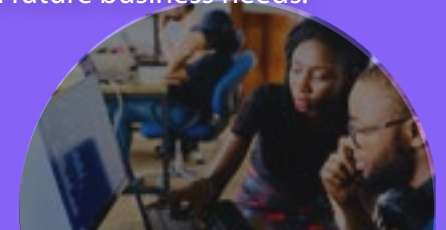
- VIRTUAL INSTRUCTOR LED
- ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

Strategic training initiatives are essential for addressing organisational skill gaps and driving employee development. ETP's training program equips HR professionals, Training and Development Managers, Quality Assurance Professionals and managers with the tools and methodologies needed to conduct comprehensive training needs assessments.

Participants would learn how to align training initiatives with organisational goals, prioritise training interventions based on business impact, and develop robust training plans that meet the diverse needs of employees. Through hands-on exercises and case studies, participants will gain practical experience in analysing training requirements, identifying learning objectives, and evaluating training effectiveness. ETP's training emphasises the importance of data-driven decision-making and continuous improvement in optimising corporate training initiatives.

Upon completion, you can expect the following benefits to your business:

- A better understanding of training needs which would enable your organisation to develop and implement training programs that address specific skill gaps and performance challenges within the workforce.
- Addressing skill gaps and performance deficiencies through targeted training initiatives which leads to streamlined processes, reduced errors, and improved operational efficiency across the organisation.
- Aligning training initiatives with specific business objectives and measuring the impact of training on key performance metrics, your organisation can demonstrate a measurable ROI on their training investments.
- Identifying and developing talent internally through targeted training initiatives helping build a strong talent pipeline, ensuring that your organisation has the skilled workforce needed to meet current and future business needs.





# PRESENTING WITH IMPACT

## PARTICIPANT PROFILE:

- SENIOR MANAGEMENT
- SALES PROFESSIONALS
- PROJECT MANAGERS
- CLIENT FACING TEAMS
- INDIVIDUALS WITH MINIMAL CONFIDENCE
- EXPERIENCE IN PUBLIC SPEAKING

## COURSE DELIVERY:

VIRTUAL INSTRUCTOR LED  
ONSITE TRAINING (ATTRACTS ADDITIONAL FEES)

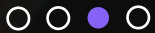
The significant competitive edge an organisation with impactful and confident presenters will experience cannot be overly stated in relation to their overall business performance and its public perception.


Excellent presentation skills are fundamental in any business environment whether you're giving a sales pitch, a quarterly update, a team meeting or presenting to the board, achieving the desired outcome is heavily dependent on your ability to communicate effectively and precisely. Elite Talent Placements are well positioned to partner with organisations seeking to upskill their workforce in mastering the art of presenting through our corporate course on presenting with Impact. Possessing the ability of effective public speaking will foster crucial emotional connection with your audience thereby presenting you with greater control over business outcomes, whilst reinforcing credibility in your brand / organisation.

Upon completion, you can expect the following benefits to your business:


- Create and confidently deliver an impactful presentation that delivers value.
- Build credibility for your brand.
- Gain greater control over business outcomes and processes.
- Handle challenges and respond to questions with confidence
- Present data in an engaging and clear manner
- Master the skill of engaging any audience





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## GET IN TOUCH WITH US

Unlock the full potential of your organisation and explore how our specialised training solutions can propel your teams to success! Schedule a discovery discussion today with an expert consultant.

