

Overview

River Wild Consultants was founded in 2018 by René Moodley who has spent more than 2 decades in Sales and Business Development focused roles. Throughout her career, every role has encompassed training and coaching in some capacity, whether it was product training to clients or sales training to various teams. As a former TV presenter, René is acutely aware of the impact that voice and tone play in everyday life, but most especially whilst selling. As such, constructs of non-verbal communication form an essential introduction in every course. With an ever-growing need for customization, River Wild Consultants offers interactive workshops conducted online to accommodate teams across various locations. Workshops range from short 2-hour courses to more in-depth training that spans over several days, where participants get to actively practice principles learned during the course and then provide feedback the next day. Real challenges and examples are then brainstormed during the courses leveraging of communication, negotiation and strategic business skills. Course objectives are focused around developing skills to identify opportunities, provide customer centric solutions, build credibility and maximize profitability. Topics include competitor analysis, value proposition, USP, resolving objections, negotiation skills, product strategy, time management, CRM tools and lead generation.

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LIMITS**

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