

Consultant profile

David Allchin

Physicist, teacher, salesman, sales manager, consultant, trainer

David Allchin graduated in Physics from the University of Manchester and after a brief spell in research became a schoolmaster. For 16 years, he taught physics at the highest level to very bright and demanding pupils. He also coached rugby and rowing as well as organising hill-walking and climbing camps.

A career change took David to IBM, graduating through IBM's Sales School to become a successful Account Manager responsible for large accounts with challenging targets in central government and the utilities industries. With his success in sales and excellent industry knowledge he became a member of the management team for IBM's utilities-focused business.

With the growth in e-business David became a consultant, advising clients on e-business strategies, selling projects to implement his clients' strategies. He has presented at conferences across Europe and led the corporate Sales Operations team covering the UK, Ireland, Netherlands and South Africa region. David led, at board level, the implementation of IBM's world-wide Sales Leadership Process, and the roll-out of the Siebel sales management system to 4,000 users across the company. David later took ownership of improving the satisfaction of IBM's clients, achieving a significant rise in satisfaction scores.

Since joining Oroza, David has advised clients across Europe and Asia. He specialises in developing, writing and delivering workshops to improve the effectiveness of sellers and marketers. He enables improved client relationships and greater returns to their own organisations.

For information call Oroza Limited: +44 (0)1276 300101 email: skills@oroza.com or visit www.oroza.com

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Oak Park, Alton Lane, Four Marks, Alton, Hants, GU34 5AL