

PROFILE





COMPANY PROFILE

ABOUT US

WHY TRAIN
WITH US?

PROGRAMS

QUOTATION



**WE ARE
HERE TO
HELP YOU.**

About us

Jhonny Maatouk Consultancy is a Success Training Academy offering international companies and their employees access to the best training and consulting services in Sales, Supply Chain, Procurement, Operations, leadership and life coaching.

With large networks and strong international presence, our team of trainers is ready to assist you in your success journey.



EXCELLENCE IS OUR MANTRA

***"YOUR PARTNER
IN SUCCESS"***



ENTREPRENEUR. CONSULTANT. INVESTOR

UNDERSTANDING YOUR CHALLENGES

THE TIME IS NOW

We understand the challenges companies face as they strive to build leadership and sales teams who will be the drivers and differentiators.

Based on years of work specializing in growing businesses and increasing sales, We have created a proven process, across departments, with a focus on the fast-growing millennial workforce.



DEVELOPMENT OF INDIVIDUALS AND ORGANIZATIONS



THE TIME IS NOW!

A PARTNER YOU CAN TRUST

Jhonny provides a step-by-step roadmap for coaching executives who lead an array of departments, including a sales force.

ADVANTAGES

- ✓ Improved Performance
- ✓ Deeper level of learning
- ✓ Increased confidence



ENTREPRENEUR. CONSULTANT. INVESTOR

*THERE IS NO
EXIT STRATEGY
FOR SUCCESS...*

WHY CHOOSE US?

About Jhonny

Jhonny is an executive leadership coach for CEOs, presidents, owners, and sales leaders who are committed to growing their business, including increasing the performance of their sales force.

Jhonny's mission is to coach engineers and professionals so that they can lead and succeed in their life and career.

We Will Help You
**With Complete
Dedication**

For more information

Call +961 70 126 781

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FOR SUCCESS...*

WHY CHOOSE US?

About Jhonny



Jhonny specializes in the training and development of individuals and organizations. His goal is to help you achieve your personal and business goals faster and easier than you ever imagined.

His testimonials confirm he can take virtually any individual, regardless of age, race, sex, educational background, or social status, and empower them to attain goals they never dreamed themselves capable of.

We Will Help You
**With Complete
Professionalism**



**WE HAVE ANALYZED MARKETS
FROM SELLERS', BUYERS' AND
OPERATIONS' PERSPECTIVE.**



**THE TIME
IS NOW**

EXPERIENCE
PROFESSIONAL
GREAT ROI
SUCCESS

OUR TRAINING PROGRAMS

- ✓ Sales Coaching
- ✓ Leadership
- ✓ Consulting

Sales Training: Practical Sales Techniques

Sales Hacking: Essential sales skills, sales strategies and sales techniques to sell just about anything!

Sales is all about listening to people and prescribing a solution. In every job you'll come across sales moments, whether you're selling yourself in a job interview or selling products to customers - it's an essential skill in all career paths. Sales needn't be slimy, immoral, or complicated - it's simply about getting the best solution for the customer so they are thrilled to buy from you.

With this course you can maximise your sales potential in just a few minutes - if you're already working in sales, or looking for a lucrative and enjoyable future career, effective selling is a valuable skill that you definitely need to master.

Jhonny Maatouk who's been teaching Sales skills to companies for over 10 years. He's taught all over the world, as well as online, and has an entertaining and practical teaching style. This course is guaranteed to keep you engaged and amused, and teach you life changing skills for home and work.

This course covers everything you need to know about sales: from preparing and planning, relationship building, objection handling techniques, and closing the deal at a brilliant price. It looks at lots of real life examples (some of which will definitely get you laughing) and gives practical tools you can use right away to get better results.

Sales Hacking overview includes:

- Planning your toolkit
- Building a rapport and relationship
- Handling objections and hidden excuses
- Creating a foolproof efficiency system for organising your sales
- Simple tricks to raise yourself above 90% of the competition
- Simple phrases that will get you a brilliant closing price
- And lots lots more!

Who this course is for:

- Those currently working in sales looking to increase their figures
- Those considering sales as a career in the future
- Anyone who has to deal with customers face-to-face



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EXIT STRATEGY
FOR SUCCESS...***

LEADERSHIP TRAINING

Leadership Training: Practical Leadership

Leadership essential skills and fundamental leadership techniques that reinforce how to be an exemplary leader

How do you reinforce exemplary Leadership? Be inspired by the Five Keys that create the platform for Legendary Leadership through the Go-Giver Leader Philosophy which reinforces the framework for achieving employee commitment to your company's success and not compliance due to positional authority.

This is a course designed to reinforce exemplary leadership for you and your leadership team. Turn your managers into leaders and start the process to creating a Culture of Leadership Excellence. This course shares the framework for how to reinforce authentic leadership and build a team of collaborative overachievers by focusing on retaining and hiring what studies and research have proven are the reciprocity type that have become the top 25% of overachievers in the workplace today.

At an individual, team and company level having an authentic appreciation for another person's perspective, acknowledging their view of the world, being genuinely empathetic for their situation, fully understanding the meaning behind the message they are communicating, and most importantly, focusing on how you can add value in support of helping their life progression will be critical, if you, your team or your company want to achieve outstanding success in your company and life.

Often times, we confuse leadership with dictatorship. A dictator barks out orders and does not take into account the wants and needs of others. A giving leader is the complete opposite. A giving leader works tirelessly to develop his or her people and is focused on what they can do for others. Perhaps the job of a leader is to help their followers succeed. After all, managers don't win games: teams do. This is the philosophy behind giving leadership. Your job as a leader is to serve the people who follow you.

Who this course is for:

- New managers, beginners and advanced
- People in sales or marketing or new to business who want to know how to create influence or lead people

An Ultimate Guide to Purchase Management and Decision Making for Managers, Engineers, Entrepreneurs and Students

Although the word purchase implies to be a mere transaction involving a buyer and seller, it requires execution on multiple fronts such as technical, commercial, legal, interpersonal and managerial. Individuals with knowledge of procurement process can reduce lapses in management or communication and ensure organizational success.

To help professionals and students understand the process and perform better, this workshop focuses on delivering a comprehensive understanding of the management and practical aspects involved in procurement.

What you will learn:

- Making Buy or Build Decisions
- Supplier Evaluation
- Work Breakdown and Resource Calendar
- Types of Procurement Contracts
- Contract Terms and Documents
- Delivery Terms
- Procurement Activities and Documents
- Basics of Dispute Resolution
- Earned Value Management
- Risk Management

Who this course is for:

- Entrepreneurs and Business Owners who directly engage in Procurement Process
- Managers and Engineers who assist Procurement Managers in Operations
- Managers and Engineers supporting Procurement in Projects
- Engineering and Management Students seeking Career Opportunity



**THE TIME
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EXPERIENCE
PROFESSIONAL
GREAT ROI
SUCCESS

YOUR QUOTE

- ☐ Sales Coaching
- ☐ Leadership
- ☐ Consulting

**AFTER CHOOSING THE PROGRAMS YOU NEED WE
WILL PROVIDE YOU WITH AN OFFICIAL QUOTE**

FOR MORE INFORMATION
CONTACT US AT +961 70 126 781



10 YEARS STRONG!

LET'S WRITE ANOTHER SUCCESS
STORY TOGETHER.

We help international companies invest in their employees by assisting them in creating the right growth programs to help them with their sustainable success.



ENTREPRENEUR. CONSULTANT. INVESTOR

SUCCESS TRAINING ACADEMY

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