

## **Helen Rabbitt – Associate Consultant**

### **Personal Profile**



After graduating with a degree in Applied Biology Helen started working in the pharmaceutical Industry as a sales representative. During a 13-year career she worked for 4 of the large blue chip companies and was always successful in her sales role.

The last 6 ½ years were spent as a trainer responsible for coaching the field sales force, developing their sales style and techniques with joint responsibility for increasing overall sales performance.

At that time Helen ran various courses including Presentation Skills, Insight into Personal Effectiveness, Time Management, Belbin and Account Selling. For the final 2 ½ years Helen was also responsible for developing, co-ordinating activity and performance of other field trainers.

In 2000 Helen started working with a successful training provider delivering performance programmes, leadership programmes and coaching programmes for all levels in the corporate sector including pharmaceutical companies, large transport organisations and some of the major financial institutions.

Helen has been an associate with Potential Plus since 2002 with a desire to self-improve and is insistent that every programme she delivers adds value to the client and the business.

Helen is a qualified Life Coach and a Neuro-Linguistic practitioner. Helen completed an Introduction into Counselling as well as the Psychotherapy TA101 course psychotherapy, which complements all the training she has undertaken.

Helen reads extensively to ensure her own continuing self-development and her aim is to be better today than she was yesterday, everyday.

Helen is married and lives in Cardiff. She has a keen interest in skiing and sailing. She also enjoys travelling and experiencing new environments.