

The Sales Professionals Network is launching
FREE Online Mentoring & Peer Support Sessions for Business

First session – 10am Wed July 8th

SALES STORMING!

Facing challenges generating sales for
your business?

- *Get free expert insight & business mentoring*
- *Learn from other company's successful sales strategies*
- *You're not alone – meet other companies battling sales obstacles*



Regional Skills
WEST
Partnerships for Skills



**SALES PROFESSIONALS
NETWORK**
Connect for Growth

*Participate in as many of the sessions
as suits you!*

Is your company or team impacted by **COVID-19**?

Contact Regional Skills West today for help with:



**FREE & Discounted
Online Training**



**Resolving
Skills Issues**



**Information on
Government Supports**

E deniserocks@regionalskills.ie

T 086 780 7983 www.regionalskills.ie



An Roinn Oideachais
agus Scileanna
Department of
Education and Skills



**Regional Skills
WEST**
Partnerships for Skills



Follow us on  



msletb

Bord Oideachais agus Oiliúna
Mhaigh Eo, Shligigh agus Liatroma
Mayo, Sligo and Leitrim
Education and Training Board



gretb

Bord Oideachais agus Oiliúna
na Gaillimhe agus Ros Comáin
Galway and Roscommon
Education and Training Board



**NUI Galway
OÉ Gaillimh**

**Galway
Executive**

Skillnet



GMIT

INSTITIÚID TEICNEOLAÍOCHTA NA GAILLIMHE-MAIGH EÓ
GALWAY-MAYO INSTITUTE OF TECHNOLOGY

ITAG

Skillnet



Jonathan Levie, Professor of Entrepreneurship & Regional Development



Monica Nielsen, Marketing Lecturer



John McArdle, VP Worldwide Sales



Darragh O' Connor, Director of Corporate Sales



Renate Kohlmann, Director

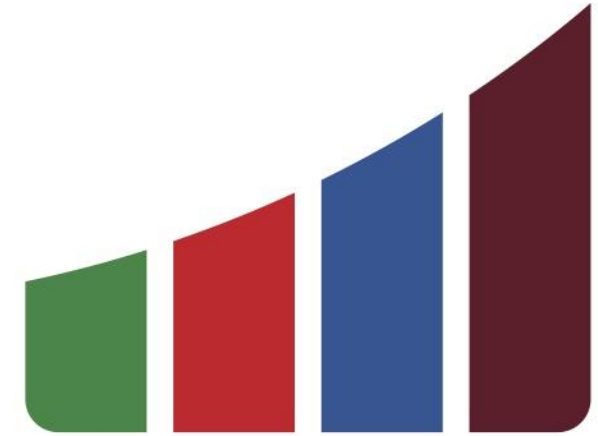


Jamie Ralph, Marketing Manager



Ground Rules

- **Everything said in the group is confidential.** Please do not share with anyone the names or stories you learn in this meeting.
- No one is required to speak during the meeting, although we very much welcome you to **share your challenges and seek advice.**
- When a person speaks, **please listen actively**, with the goal of relating the speaker's experiences to your own. **Please mute your microphone unless speaking. To be called on to speak ask in the chat box** or raise your hand.
- At times there may be silence during the meeting. This provides a moment to reflect on what has been shared. No one needs to feel anxious or responsible to break the silence.



**SALES PROFESSIONALS
NETWORK**

Connect for Growth

Sales structure grid

	Sales team structure you use	% of total sales now	<i>% of total sales in future (you decide time scale)</i>
Direct	Your own Field Sales team		
	Your own Inside Sales team		
	Your own online/ecommerce site		
Indirect	Channel partners: other companies that distribute or resell your offerings, e.g. wholesalers such as Musgraves		
	Sales outsourced to 3 rd party sales providers e.g. InsideOutSales, Salessense, Motarme		
	Marketplace/3rd party platform e.g. eBay, DoneDeal		

**Keeping Busy
when the doors
shut**



Darragh O'Connor
Director of Corporate Sales



Other hotels in the MHL Hotel Collection





March 1st - Corporate Business starts to cancel or postpone into June, August September

March 12th - St Patricks Day Cancelled, Schools Shut

March 24th Full Lock Down imposed



THANK YOU
FOR SUPPORTING
CANCER CARE

Cancer Care West
The West of Scotland Cancer Charity

A wooden signpost with four directional signs. The signs are made of light-colored wood and are mounted on a weathered wooden post. The signs are arranged in a vertical stack, each pointing in a different direction. The background is a clear blue sky with some white clouds.

SALES

MARKETING

BUSINESS

VISION



HARBOUR
HOTEL

HARBOUR @HOME MENU

SOUP OF THE DAY €5

CHICKEN SUPREME €12

HOMEMADE CHOWDER €6

GRILLED ATLANTIC SALMON €13

CHICKEN CAESAR SALAD €10

100% IRISH BEEF LASAGNE €11

CHICKEN WINGS

SMALL / €12 LARGE

PENNE PASTA CARBONARA

€10.50

GOLDEN FRIED ARANCHINI €6

FISH & CHIPS €12

BEEF BURGER €12

VEGETARIAN MEATBALLS €9

ASIAN RED COCONUT CHICKEN

CORRY €13

CHICKEN GOUJONS & CHIPS

€7 SMALL / €12 LARGE

SIDES €2.50 EACH

SKINNY FRIES | SWEET POTATO

FRIES | STEAMED RICE |

GARLIC BREAD

DIPS €0.50

GARLIC MAYO | BBQ SAUCE |

SWEET CHILLI SAUCE

CALL 091 894800 TO ORDER
WWW.HARBOUR.IE

DILLISK
ON THE DOCKS



BOOK NOW

TYPE OF ROOM

All rooms



ARRIVAL

07 Jul 2020



DEPARTURE

08 Jul 2020



PROMO CODE

Promo code

FIN



Info

- Fully Refurbished Rooms
- Air Conditioning
- Free Onsite Car Parking
- Free Cancellation
- Book Direct for best available rates

MORE INFORMATION

Gallmh Abú

Social Distancing







Pastries & Sweets
Danish / Croissant € 2.00
Scone / Muffin / Donut € 1.50
Cookie / Muffin € 2.00
Chicken & Shrimp Roll € 5.50
Hot Roll € 1.50
Ham, Cheese, Tomato Roll € 5.50
Fried Chicken Wrap € 5.50
Spicy Cheese Wrap € 5.50
Caesar Salad € 7.50
Lemon Salad € 7.50
Soup of Day - 1 hour per

Gourmet Coffee
from the
Coffee Cloud
@Glerio



**Sales & Marketing with the doors
open.....**

Deliver on trust, deliver on safety

**Keep in contact with your customer as
they have more time and options to shop
around**

Questions for Darragh?

How does this compare with your experience?

What sales or marketing challenge are you facing that the group can help with?

What advice would you like from our mentor panel?