



GLOBAL

MILLER
HEIMAN®
An MHI Global Company

PRESS RELEASE

Press Contact

Monika Götzmann
Director Marketing EMEA
MHI Global
mgoetzmann@mhiglobal.com
Tel.: +49 9621 91770 17

Melanie Vijoglavic
Free Journalist
melanie@kommunikation-mv.com
Tel.: +49 179 2396261

MHI Global invites you to most innovative Events - the so-called „EMEA Leadership Series 2015“ in Europe

“Getting closer to the customer need” – that is the motto of the new event series of MHI Global with European-wide focus on Sales Leadership, tailored for country-specific sales issues.

Amberg, July 22, 2015 MHI Global verifies that “Getting closer to the customer need” is not only words but strive for implementation of the fact in European countries – continuously and ground-breaking. The “EMEA Leadership Series 2015” focuses on Sales Leaderships who are confronted with challenges like: How can I grow as a leader and a leader of leaders? How are we doing as a sales organization in comparison to others and with world class high performing organizations? Sales Directors and responsible sales managers know it very well: sales management has long been recognized as one of the toughest, yet most critical roles within an organization today. With the greatest influence on improving sales performance and driving growth, an effective sales leader is instrumental to an organization’s success.

Each single event will be hold as a one day workshop for a very well selected circle of participants – for people on the same wavelength. They will be organized in several European

countries in their native language. The target is to increase the significance of their position and the performance of Sales Directors and Sales Managers.

EMEA Leadership Series 2015 – that is what it is all about “at a glance”:

- Keynote counsel from thought leaders within the global sales community
- MHI Global led workshops (first-hand unique methodologies that support successful sales leadership and sales team development)
- Industry experts offering cutting-edge advice and demonstrating the latest technologies to enhance sales enablement
- Networking opportunities with participants from diverse industries, sharing peer driven sales best practices

What is the great advantage MHI Global offers for all participants and their organisations as well as their customers?

Understand how the role of national sales leader is changing and what they can do to navigate and take advantage of this change. Be challenged and re-think what and how they can develop their frontline sales managers to achieve more through their people. Gain insights into what and how world class sales performers think and do sales differently and what steps can immediately be taken to do the same in their teams. Learn about MHI Global and why 35 % of worldwide sales organizations use one or more of these sales methodologies and best practices. This event is to equip sales leaders with the latest insight and strategies to improve their sales performance.

The Dates for the „EMEA Leadership Series 2015“:

- October, 1, 2015 Madrid, Spain
- October, 2, 2015 Barcelona, Spain
- October, 6, 2015 Milano, Italy
- November, 9, 2015 Berlin, Germany
- November, 19, 2015 Paris, France

The registration will be opened shortly. Your contact person at MHI Global for the EMEA Leadership Series 2015 is Mrs. Monika Götzmann, phone +49 9621 91770-17. You can also send an email to emeamarketing@mhiglobal.com. Further information can be found in the internet on the website www.millerheiman.de/emealeadershipseries2015. Please visit also www.MHIGlobal.com

About MHI Global

MHI Global works with organizations across all verticals around the world to build and sustain customer-focused, high-performance organizations that can drive profitable, predictable top-line growth. Our unrivaled capabilities, dedicated to customer management excellence, come from the combined expertise of powerhouse brands that make up MHI Global – Miller Heiman, AchieveGlobal, Huthwaite, Channel Enablers and Impact Learning Systems. For more information, visit www.MHIGlobal.com.

Miller Heiman – The Sales Performance Company

Miller Heiman is a proven leader in sales performance, bringing game-changing insight to sales leaders worldwide for more than 35 years. With the experience gained from more than 20,000 engagements, working with 1.5 million-plus alumni, we help businesses implement sales-execution best practices to increase close rates, reduce sales cycles and lower the cost of complex sales.

Our clients profit from our world-class selling system and repeatable methodologies, which leverage extensive research and a precise, customer-centric approach to promote sustained results. With offices around the world (United States, Germany, United Kingdom and Australia), Miller Heiman delivers consistent and timely results. For more information, visit www.millerheiman.com.