

Top 10 Business Development Skills for Engineering Consultants

Presenter: Scott Donald

Date: September 26, 2023

Time: 12:00-1:00pm

Price: \$149.00

Many organizations overlook the importance of foundational sales skills and following a basic sales process. In this webinar, we will share with participants the not-so-secret skill everyone should know and practice to help to grow your business: helping your clients.

Learning objectives

- Learn foundational selling and business development skills
- Hear about what business development professionals should be doing, but often don't
- How to make the most of your valuable (selling) time

Speaker's Bio:

Scott Donald is the owner and president of SBD Growth Strategies (SBD), a firm dedicated to helping businesses and individuals achieve more through a focus on coaching, professional and leadership development.



As president of SBD, Scott also serves as a senior partner with The Envision Group and serves as an entrepreneur in residence with North Forge Technology Exchange, where he continues to build on his advanced skills in leadership development training and coaching. With North Forge, Scott works with tech start-ups to refine and develop their sales processes and help them earn more customers.

Scott's down-to-earth style and quick sense of humour allows participants to relax and have fun while learning important skills for success. He continually invests in his own continuous learning and networking to ensure he is at the forefront of key trends that can help his clients.

