

## ***Re-imagine Your Business (and your sales)***

Thursday 23<sup>rd</sup> September

Clarion Hotel, Steamboat Quay 2.00pm – 5.30pm

***With Conor Kenny, Principal, Conor Kenny & Associates. Experts in Sales, Marketing and helping you get the most out of your business.***

[\(For Bookings please click on Training & Events, Courses for Established Businesses on left hand side of Home Page\)](#)

### **Introduction**

The world has changed so too the buyer and how they choose. Are you ready? Have you changed?

This half day fast moving energetic workshop will get you to understand what has changed and help you plan to sell differently.

It will help you look at yourself, your business and cast a cold eye on your message. Most importantly, it will show you what you need to do to reimagine your business, your sales and your future success.



Conor Kenny's skill is in locating and growing the talent in a business. He is one of Ireland's leading experts on Sales and Marketing. He excels in getting the best from people. Conor creates an atmosphere in which the skills necessary to grow and nourish a business can develop. As a workshop facilitator, he guides participants towards their strengths, enables them to believe in their abilities and identify and achieve their goals.

Intensely aware of the trust clients place in him, he rewards that trust with integrity, care and meticulousness.

Conor has worked in marketing, sales and people-development for 28 years.

An expert facilitator, speaker and motivator, his career started out in Kilkenny Design and prior to founding Conor Kenny & Associates, he was Group Business Development Director for the Irish Pub Company and McNally Design International. He has worked directly with many of the world's leading brands; Baileys, Guinness, Hennessy, Tullamore Dew and Smirnoff, and leading International hotel groups and casino groups in Las Vegas and in the UK have called on his expertise. He has also worked with independent nightclub and leisure operators at home and abroad.

In 2002 he founded Conor Kenny & Associates. Today, Conor and his team are advising many of the UK and Ireland's leading hotels, hotel groups, independent hospitality operators and businesses in the service sector.

Conor, a passionate teacher and writer, is a regular contributor to numerous industry publications including Hotel & Catering Review, Licensing World, VFI Update and Drinks Industry Ireland. He is

also a frequent conference speaker, nationally and internationally, and has written key speeches for industry leaders.

In Summer of 2009 he became an official syndicated columnist for the following global industry websites;

Cornell University, Hospitality Net, International Hotel & Restaurant Association, American Hotel & Lodging Association, HSMAI, Hospitality Financials & Technology Professionals, ACOC Marketing Canada, National Business Travel Association International Convention & Exposition and Hospitality Information Services. Conor is also a Failte Ireland Marketing Business Advisor and a member of The Marketing Institute of Ireland and Dublin Chamber of Commerce.

Conor's years of experience bring substance, credibility and conviction; added to his enthusiasm and energy, you feel your business is in safe hands.

Conor is an honours graduate of University College Dublin, a keen marathon runner and just loves writing his daily Blog.