



CORSEHILL

CONSULTANTS LTD

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Corsehill Consultants, founded in 1998, is an independent management consultancy focussing on sales, marketing, training and interim management, with particular expertise in the pharmaceutical, healthcare and biotech industries. Although UK based the consultancy operates internationally. The consultancy has established itself as a professional and ethical organisation with a reputation in the marketplace for work of the highest quality.

Corsehill Consultants has provided clients with services ranging from the training of single managers in sales and marketing to the negotiation of multi-million dollar biotech contracts in the US. The recruitment, training and management of dedicated contract sales forces on behalf of client companies are now a major area of activity for the consultancy.



PERSONNEL

Corsehill Consultants' core personnel have extensive experience in the Pharmaceutical, Veterinary, Biotech and Healthcare industries with particular expertise in the fields of Sales/Marketing and Business Development. They are supplemented by a number of associates who have been carefully selected for their personal integrity and proven experience. This enables Corsehill Consultants to provide a tailored response to a wide range of problems, rather than the "one size fits all" approach common in the consultancy industry.



THE SERVICE

Only tasks that fall within its range of expertise and can be completed to exacting professional standards are accepted by Corsehill Consultants. However, Corsehill Consultants has established close links with a number of other companies in related fields worldwide which may be engaged to provide particular expertise in the execution of specific projects.

Corsehill Consultants guarantees clients using its services absolute honesty, integrity and confidentiality. The names of clients are never used in any context without their prior approval. Corsehill Consultants is based in Cambridge, England. All fees are agreed with clients prior to the commencement of any task and expenses are passed on at cost. During protracted projects fees are generally charged on an instalment basis and there are regular meetings between the client and Corsehill Consultants to review both quality and project timetabling. There is no charge for exploratory meetings.



THE SERVICE

Corsehill Consultants' services can be broken down into three core disciplines:

Sales And Marketing

**Contract management (administration and negotiation)
Territory management
Interim sales management
Strategic sales planning and implementation
Recruitment, training and management of dedicated contract sales forces**

Management

**Planning and implementation programmes for Change management
Interim Management
Project Management**

Training

Sales

**Tactical and strategic sales training
Account management
Territory management**

Management Development

**Planning and organisation
Time management
Objective setting
Appraisal skills
Interview skills
Leadership development**

Negotiation Skills

Presentation Skills

Training the Trainer



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CONTACT DETAILS

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