

Francois Auerbach

Training Consultant at
Ireland, Dublin, IE
Consultancy and Training

Biography

I love software, people and showing software to people so it was only natural that one day I would be involved in IT Training.

While my background was originally in Commerce (Euromed Marseille and UCD in the 90's), as I typed essays in Word and tabulated data in Excel my interest for computers, and software in general, grew.

Today my software skills, project management experience and interest in making a difference and sharing with people all converge in my role as an IT Training Consultant.

How lucky am I?

So please get in touch if you find any of the above of interest to you or if you just need me to come by and show you how to create outstanding PowerPoint slides or jaw-dropping Excel PivotTables.

Availability

Keynote, Moderator, Panelist, Workshop, Host/MC, Corporate Training

Industry Expertise

Information Technology and Services, Computer Software

Areas of Expertise

Word, Databases, VBA

Affiliations

Irish Institute of Training and Development, International Coach Federation

Sample Talks

Excel for Sales: Using Excel to Manage Your Pipeline and Assess a Deal's Probability

In this session Francois will show how easily you can use a simple spreadsheet to track and report on a sales pipeline for a salesperson or a team. He'll also show the SalesScoringGrid spreadsheet that predicts the likelihood of a structured sell, based on simple-to-enter criteria. For salespeople who do a monthly slide packs for a particular customer, Francois will demonstrate how to automate this tedious task.

Event Appearances

Using Excel to Manage Your Pipeline and Assess a Deal's Probability
Sales Institute of Ireland - Sales Skills Series

Education

Limerick Institute of Technology

Certificate in Coaching Skills, HETAC Level 7 Special Purpose Award in Coaching Skills Coaching

Senior College Dun Laoghaire

JEB - IT Teacher Training Diploma Diploma

University College Dublin

BA Commerce

Euromed Marseille Business School

Master of Arts (M.A.) Management Sciences

Euromed Marseille

MA Management Sciences

Ecole de Management de Marseille / Euromed Marseille

Bachelor of Arts (BA) Management Science

Lycee Dumont D'Urville, Toulon

Prepa HEC Preparation HEC

Lycee Henri Moissant, Meaux

Baccalaureat Science, Maths, Biology

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