

# **Francois Auerbach**

**Training Consultant at**  
Ireland, Dublin, IE  
Consultancy and Training

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## **Description**

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.

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## **Availability**

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

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## **Industry Expertise**

Information Technology and Services, Computer Software

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## **Topics**

Word, Databases, VBA

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## **Affiliations**

Irish Institute of Training and Development, International Coach Federation

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## **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 will 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.

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## Past Talks

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

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## 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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