



CONNECTING AMBITIONS

The approach of BIMEC provides us with much more value than we could get from the traditional organizations providing trainings and event management. Facilitators of BIMEC are focused on practical areas for improvement of team work and their professional assessment helped us to progress.

The sales trainings that BIMEC organized for us made a positive contribution to our team working and the personal development of all of us. During the games that we played together we fixed our personal goals related with company development and we learned that it is easier to achieve them when we have the support of our colleagues.

The vision of the sales training that BIMEC developed for ISACert is to give the trainees the knowledge about the market, on which the company operates and ISACert's position on it, to presents key 5 activities that ensure the business development and growth of the service companies and to give information about the sales and marketing cycle of ISACert and the role of the company sales people. One of the main tasks is to train the participants not just to provide quality service, but to provide service that is identified from the customers as qualitative, reliable and desirable.

The trainer Valia Dankova is amazing! She has 16 years experience in b2b marketing and sales. She is a successful salesman of investment goods and business services and a certified trainer of adults with 5 years experience as sales trainer.

Sooner or later, sales trainings and good team work always lead to improved business efficiency ... With its special focus on specific topics like this in business development, the services of BIMEC represent an important foundation that largely coincides with our own priorities for management and development.

Being a customer of BIMEC, they provided us with better insight on our operations and made us more efficient. Trainings enabled us to improve our own daily work and allow us to be more committed in the common goals and try to be successful sales man every day.

With their extensive experience, great team and understanding of our business, they will remain OUR training organization in the future. BIMEC is a trusted partner that we recommend to all companies that want to achieve better results.

Sofia, Bulgaria

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Milena Genkova

Marketing Manager

