



Your Talent Your Success

Why Oris Talent

- **Oris Talent** is a **Talent Search & Development** Company based in Dubai that develops projects for clients in the Middle East and Europe.
- Our **Mission** is to be a **Leader in Talent Search & Development** through **helping Individuals & Teams empower their Talent** in order to **work with passion, reach excellence** and increase company profits.
- We are **members of the ICF** (International Coach Federation)
- **Meet our Team: passionate people** with **extensive experience** in the field of HR and also in Marketing and Sales Management positions in the EMEA region.

Values, Vision, Mission



Values

Passion, Teamwork, Integrity



Vision

To Develop the Leaders of the Future

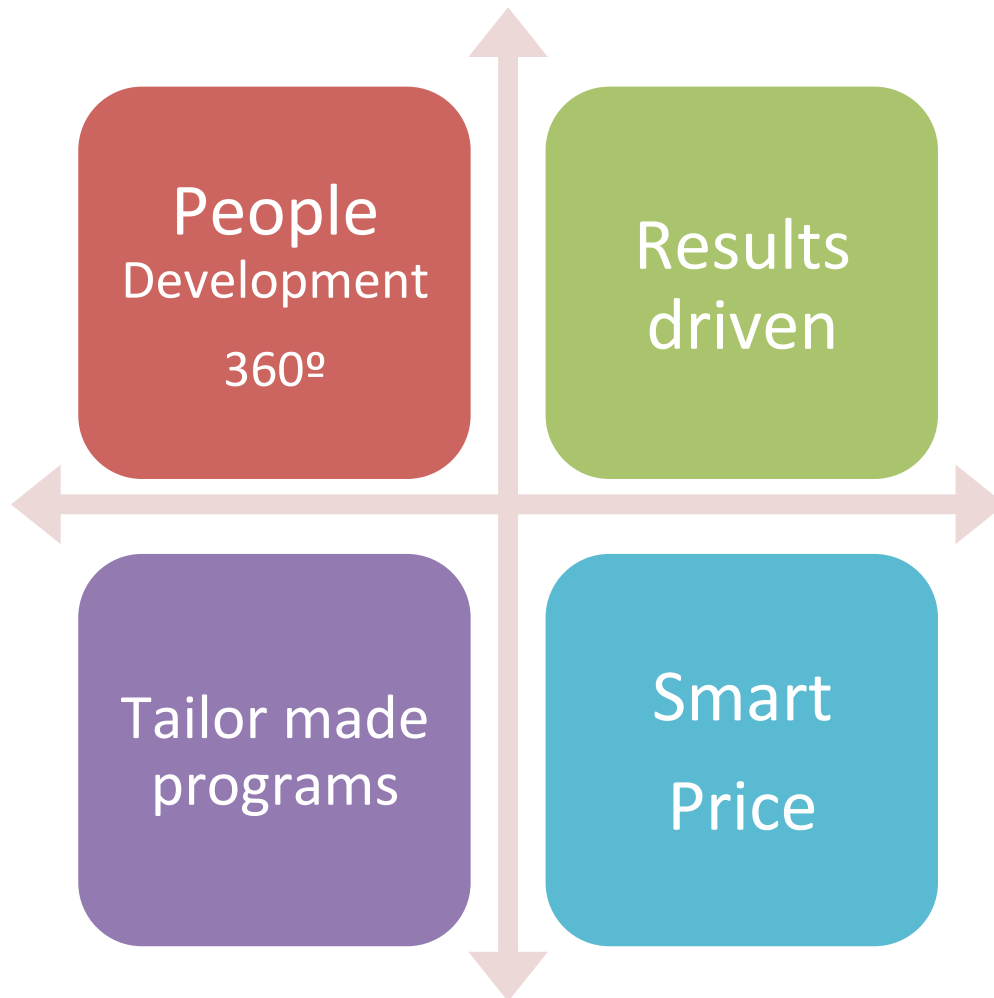


Mission

A Leader in Talent Search & Development



What makes us different



Testimonials

*“The combination of **Team Coaching – Building with Strategic Workshops** has taken my Team to an upper level of performance”*

Acciona – Dubai Metro Project

“We do not have to knock each other door anymore, We trust our peers now”

Gulermak – Expolink 2020

Our Inspiration: Successful Leaders



Steve Jobs - Apple



Nelson Mandela



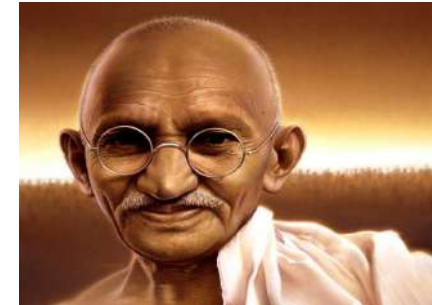
Bill Gates - Microsoft



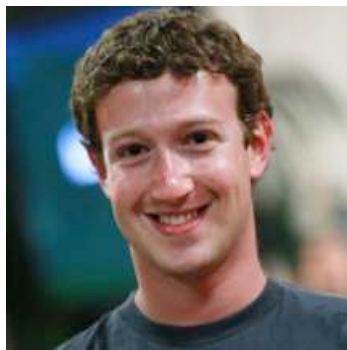
Richard Branson - Virgin



Mother Theresa



Mahatma Gandhi



Mark Zuckerberg - Facebook

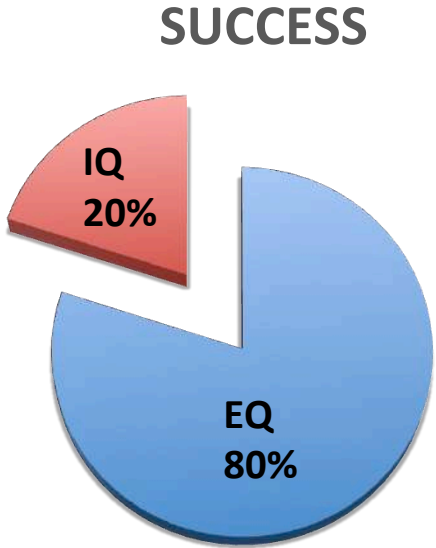


Martin Luther King



Amancio Ortega - Zara

Successful Leaders have Successful Teams with High Emotional Intelligence (EQ)



EQ Emotional Intelligence
IQ Rational Intelligence

High EQ = Successful behaviours



together everyone
TEAM
achieves more

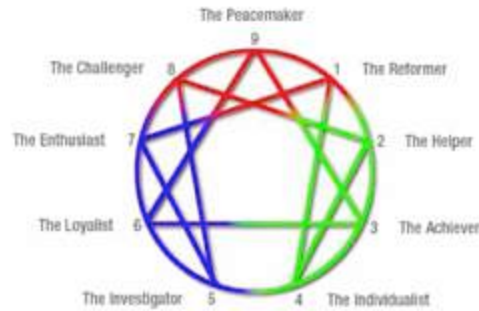
Talent



Our Services



EXECUTIVE COACHING



TALENT & COMPETENCES MAP



LEADERSHIP PROGRAMS



TEAM COACHING & BUILDING



TALENT SEARCH



NEUROSALES 360°

1. Executive Coaching



COACHING IS RELEASING A PERSON'S POTENTIAL TO MAXIMISE THEIR OWN PERFORMANCE. IT IS HELPING THEM TO LEARN RATHER THAN TEACHING THEM.



**BE THE
BEST
VERSION
OF *you***

DO THE BEST YOU CAN

1. Executive Coaching



COMPETENCIES MAP

- **Leadership Development:** for Managers & Middle Managers
- **Career Development:** For those employees that are due to have a career transition due to **promotion and / or change** in department.
 - Ex: from Sales rep to Sales manager
 - Ex: from marketing to sales
- **Outplacement:** Help the employee to find another job out of the company
- 8 – 10 sessions are recommended (skype, face-to-face)

2. Team Coaching & Building



- We coach the **Relationship between Team members** in a company in order to:
 - **Align** them with the company priorities and objectives
 - **Empower** their performance as a Team
 - **Work** on Company Strategic Action Plans
- **Team Workshop programs** (tailor-made)
 - Personal Branding & Self Awareness
 - Leadership
 - Team Alignment
 - Change impact
 - Vision, Mission, Values
 - Best & Worst Scenario
 - Action Plans
 - Neurosales
- **ORIS TEAM observers** to unfold the Team Members potential & skills
- Each **Project** is designed and carried out **strategically to meet targeted outcomes**

2. Team Coaching & Building Challenges



2. Team Coaching & Building Outcomes



COMMUNICATION



SYNERGY



HIGH IMPACT
LEARNING



ACCOUNTABILITY



COMMITMENT



RESPECT
FOR
DIVERSITY



TRUST



ENTHUSIASM & MOTIVATION

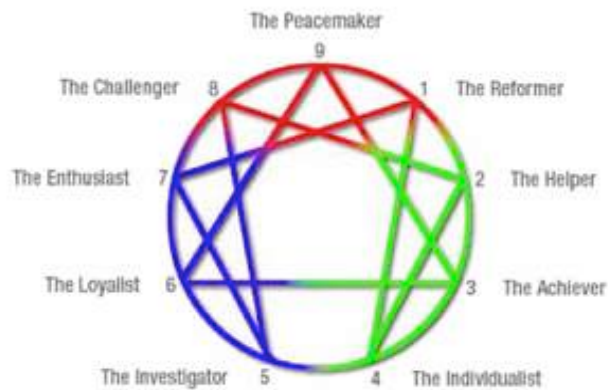


FUN

3. Talent & Competences Map

- **Talent Map Test** based on the **Enneagram**

The Instinctive Center



The Thinking Center

The Feeling Center

TALENT MAP

- At an **Individual level**: It deepens in the Self-Awareness of each one in a way that increases:
 - **Effectiveness of communication**
 - **Self-esteem**
 - **Self-confidence**
- Allows the **Manager** to **maximize the performance of the Team** and **manage diversity**:
 - enhance the **strengths**
 - work on the **weaknesses**
 - Choose the more **adequate** people for each task

4. Leadership Programs: What Type of Leader are you?



- Empower High-performing Leaders through **Skills & Competences** development:
 1. **9 Types of Leadership (Enneagram)**
 2. **6 Leadership Styles (D. Goleman)**
 3. **Competences Map:** Empower High-performing Leaders through **Skills & Competences** development:



9 types of Leadership

- Self-awareness (Enneagram)
- Drive for change
- Vision-mission-goals
- Communication
- Team Coaching
- Talent Management
- Emotional Intelligence
- Positive Thinking
- Time Management
- Neurosales

- 2 -3 day workshop

5. Neurosales 360°

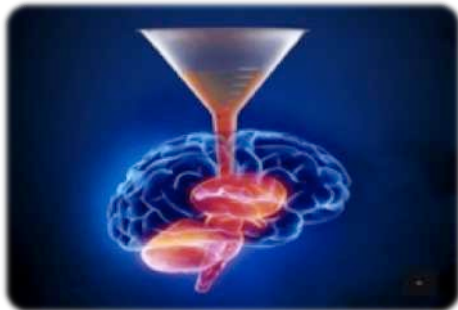
- **Neurosales 360°** is a **SALES METHODOLOGY** that has been taught for **more than 20 years** in the US and all over the world.
- Based in **Neuroscience**: allows us to know **how our brain decides**
- More than **700,000 people** have been trained (SAP, Siemens HP, Indra..)
- A large multinational software (**SAP**) using this training scheme to its thousands of partners on 5 continents, obtained a **sales increase between 36% and 54% in a year.**

5. Neurosales 360°

What makes it different & successful?



WITHOUT NEUROSALES



WITH NEUROSALES

- Focused on the **BUYER PROCESS** instead of the selling process
- Useful for **B2B and B2C**
- As a **SALES CONSULTANT** I become an expert in the analysis of my **client's value expectations**

6. Talent Search



- We help you to **hire the most suitable candidate** that fulfills the needs of your organization
- We have a team of **experts in Head Hunting** who can test the applicants' skills and performance
- **Talent & Competencies Map Test** of the candidates
- Interviews in **English, French and Spanish**
- **Group dynamics** to evaluate candidate performance in teams
- We interview the selected candidates and propose you **3 finalists**

Our Credentials

EDUCATION

CTI COACTIVE COACHES	THE COACHES INSTITUTE	USA	120 H
CTI LEADERSHIP PROGRAM	THE COACHES INSTITUTE	USA	1 YEAR
ORSC TEAM COACHING	CRR GLOBAL	USA	1 YEAR
NLP PRACTITIONER	NEURON INSTITUTE	SPAIN	120 H
LEADERSHIP PROGRAM ENNEAGRAM CERTIFIED	THE ENNEAGRAM IN BUSINESS	USA	70 H
BSc & MASTER MARKETING	University of Barcelona	SPAIN	6 YEARS

EXPERIENCE

EMEA MARKETING MGR & KAM RESPONSIBILITES	TOP US PHARMA COMPANIES	EMEA	15 YEARS
CONSULTANT & COACH	BIG & SME COMPANIES	EMEA	SINCE 2006

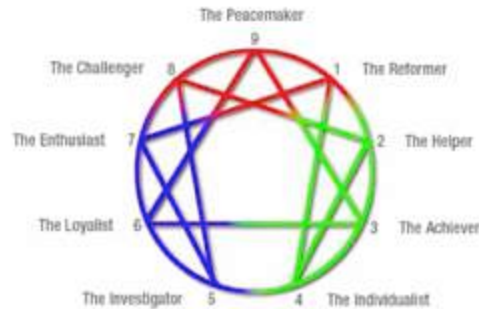
Our Clients



Our Services



EXECUTIVE COACHING



TALENT & COMPETENCES MAP



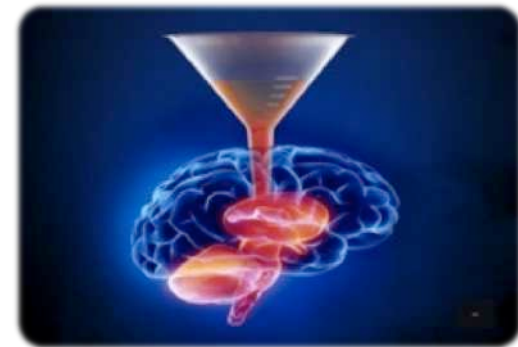
LEADERSHIP WORKSHOPS



TEAM COACHING & BUILDING



TALENT SEARCH



NEUROSALES 360°

Your Talent Your Success



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ORIS TEAM