

DAVID SCARFE

DIRECTOR AND SENIOR TRAINING CONSULTANT

After graduating from college with a Higher National Diploma in Business Studies and Marketing David developed a successful career in sales and sales management.

After completing a fast-track sales training programme with a top UK Telecommunications and Computer systems company, David moved to Canon Inc (UK) as a Senior Sales Executive dealing predominantly with major corporate accounts. David was then promoted to Dealer Sales Manager where he managed sales to Canon distributors, dealerships and approved retailers.

David later joined a top UK training and recruitment company, initially in the role of Global Account Manager, developing major account business with the companies top clients, worldwide. David also spent some time in a training role with the company where he ran bespoke courses for clients, whilst developing the companies mentoring programmes. David specialised in negotiation, team building and motivation. Based on these successes David was promoted to International Sales Director, where he developed and managed the companies overseas operation including the management of a sales, training and support team.

During this time David was part of a small team which formed a small recruitment business specialising in advertised recruitment as well as executive search and selection for the construction industry. Having helped the business develop in to a leading name in its sector, David later sold his shares in the business in order to concentrate on other interests.

David became Head of Business Development and Marketing for a leading division of Peterhouse Plc (formerly the Eve group), where his responsibilities included business development, marketing, public relations and training. He managed a large team of sales and support staff.

More recently David spent five years as a Senior Trainer and Course Director for TACK International where he designed, developed and delivered sales and sales management training courses, seminars and workshops across the world. Some of the clients David worked with include: DHL, Royal Bank of Scotland, Akzo Nobel, Telewest Broadband, Hanson, Wella, Shell, Kodak and Zurich Insurance.

During his time in sales David won several awards for high performance as well as awards for Trainer of the Year. David has diplomas in Strategic Marketing, and in Adult Psychology.

In his spare time David enjoys weight and fitness training along with golf and travel. He is a Spurs fan and enjoys watching football, rugby and cricket.

David is a director of DMS Training Ltd and a senior member of the DMS training and management team. He currently designs, develops and delivers bespoke training programmes for clients across the UK, Europe, the USA and Far East.