

What our clients have to say:

•“They really know their stuff. It helps enormously that they have been there, done that!”

James Slater - National Sales Manager



•“They have excellent insights and business experience, combined with the ability to deliver real practical outcomes. They made an outstanding contribution to our understanding of business strategy and direction in a large wholesale organisation.”

John Ashby - General Manager



•“They designed and delivered strategic sales training for our Company that was highly relevant, impactful and instrumental in lifting business performance”

Paula Earl-Peacock

- Personnel & Organization Manager



•“The Key strengths of their workshops are the tailored nature and practical applications that lead to tangible benefits to our Business. They bring a focused but relaxed style that brings excellent business outcomes”

Graeme Lawrence - Sales Director



“For over three years we have worked with JSDC and Jean in particular to build training and specific staff development solutions across the Foodstuffs Cooperative. Their skills in Strategy, Team & Leadership Development, Retail Purchasing, Performance Management, Negotiating & Influence, and Personal 1-1 Coaching for senior managers have added significant measurable benefits to the Foodstuffs cooperative at many levels. Their approach means projects, solutions and training delivery are aligned to our needs. They have a communication style which suits the large yet fragmented style of our cooperative business model and have become an invaluable business partner.”

Mark Dunlop

- General Manager, Training and Development



Over the past nine months they have challenged me to rethink how I plan and execute within my role. Thanks to the insights and tools that they have provided, I am now spending more time thinking about issues from the customer's perspective. As a result I am far more confident and prepared in my approach with my customers. I have really enjoyed the manner in which they conduct their training, so much so that I have incorporated a lot of the techniques that they use into the meetings that I conduct.”

John Skurr - Lion Nathan New Zealand



Innovation doesn't have to be blue sky



Contact us for a chat:

Call us on: Jean du Rand +64 (0)21 613 044

Or email us at: info@jsdc.co.nz

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Category Strategy, Channel to Market Strategy, Key Account Strategy, Retail Operations Processes, Consumer and Shopper research, Merchandising Operations etc....



Our Consultants have many years of international Retail experience behind them and use standard tools and techniques when completing research or consulting projects. Based in Australia and New Zealand, we have a vast array of local experience to blend in with our approach to retail and manufacturing.

We have processes, tools and methodologies that are customisable and able to be used in the majority of instances we have come across.

These toolkits include standard Tools and Processes for:

- Category Development
- Channel Strategy Development
- POS/POP Research
- Company Strategy Development
- Consumer Research
- Shopper Research



WHAT WE OFFER

Sales, Negotiation, Channel Strategy Development, Account Management, Retail Buying, Customer Service, Shop Sales etc...

Our trainers are ex Retailers or Suppliers and have spent years as Buyers or Key Account Managers in the retail, wholesale and manufacturing environment. We are extremely knowledgeable of the NZ and Australian trading environment. Our training includes

RETAIL FOCUS	MANUFACTURER FOCUS	PEOPLE FOCUS
Shopkeeping Basics	Selling to Retailers	Managing Teams
An Introduction to Buying	An introduction to Retail	The Fundamentals of Management
Advanced Retail Buying	Strategic Customer Alignment	Time Management
Relationships & Negotiation	Value Added Negotiations	Leadership Assessment
Introduction to Category Management	Commodity Selling	Teambuilding
Customer Service	Relationship Management	Mentoring and Coaching
Strategic Category Management	Retail Financials	The development of Leadership
Shopfloor Sales	Channel Strategy Development	Talent Attraction and Retention

LEADERSHIP AND TALENT MANAGEMENT FOR RETAIL AND MANUFACTURING

Management Assessment Centre's, Leadership programs, Team building, Talent Attraction and Retention, Management Development, Mentoring, Coaching.

We have processes, tools and methodologies that are customisable and able to be used in the majority of instances we have come across. These toolkits include standard

Tools and Processes for:

- Organisational Change Management
- Coaching, Mentoring and Personal Leadership development
- Talent Development programs
- Leadership and Management Assessment

Where we don't have a solution for you, we'll build another. Most circumstances require personalised and tailored applications, as no two businesses share the same leadership or organisational ambitions. And no two businesses share the same organisational DNA.

WHO WE ARE

The members and affiliates of JSDC have been building solutions for business in the field of the Retail and Manufacturing value chain for the past 25 years. Every one of our training programs, processes, tools and methodologies is customisable and able to be used in the majority of instances we have come across. And where they aren't, we'll build another.

We have worked for many of the large retail, wholesale and manufacturing companies in this part of the world and a great many in other parts. We have experience in diverse industries such as pharmaceuticals, grocery, retail, petrochemicals, toys, catering, food service, airlines, general merchandise, sports retail, hardware, liquor, dairy, beverages and many more.

