



Mark Jeffries

Mark Jeffries is a sought after keynote speaker, a former stockbroker, and a trusted event consultant who helps organisations turn soft skills into hard results. He is known for moderating major corporate events, running countless industry panels, and serving as an entertaining and experienced emcee with real audience appeal.

KEY TOPICS

- The Art of Business Influence
- Networking 2.0: The New Rules of Connection
- Leadership, Communication and Trust in Business
- Strategic Storytelling for Leaders
- The 3 Cs of Powerful Communication

BIOGRAPHY

Why Book Mark

Mark brings a hugely practical presentation style that blends story, humour and instantly usable takeaway ideas. Teams leave with golden rules for effective communication, smarter client communication skills, and ways to spot profit and sales opportunities ahead. Marketing and sales teams, pharmaceutical sales teams and leaders from virtually all industries book Mark when they want innovative communication that people can apply straight away.

Credentials At A Glance

A former *Merrill Lynch* stockbroker, Mark now advises blue chip companies on business communication and influence. He is also a former **TV host** and has appeared on network TV numerous times, which explains his polished stagecraft and incisive, knowledgeable facilitator style. When you need a go to person for MC ing multinational events, interviewing executives or guiding complex discussions, Mark delivers. Mark is the author of two books on communication skills. *What's Up With Your Handshake* and *The Art of Business Seduction* both focus on the seemingly intangible soft skills that drive trust, sales and leadership. Handshake reached number one in Amazon's sales skills category, and his material underpins his programmes on communication excellence.

What Mark Jeffries Presents

- **Smart Communication For Influence** A highly entertaining session filled with practical tools for effective communication, effective presentations and maintaining valuable relationships with clients and key influencers. Jeffries shares important insights on networking, boardroom etiquette and the subtle signals he calls secret messages that shape outcomes. Subjects covered include questioning, listening and framing.
- **Moderating And MC Services** Mark regularly appears as an incisive and knowledgeable facilitator,

moderating major corporate events and running countless industry panels. He has interviewed more than 150 C suite leaders and worked on productions that involve celebrity guests and senior clients, partnering closely with your production team to keep energy high and messages clear.

- **Sales Communication For Today's Market** For sales teams and marketing and sales teams, Mark shows how to harness today's profit opportunities with innovative communication and better client conversation frameworks. The focus is on practical psychology that helps teams convey communicating value without pressure and spot sales opportunities ahead.

Mark's Impressive Ability On Stage

Event hosts book Mark for his calm control, quick reading of a room and relevant style that has exceeded expectations for clients across sectors. As an entertaining and experienced emcee, he keeps time, boosts encouraging meeting etiquette, and makes your leaders shine while keeping the audience engaged. His approach works in plenaries, analyst days and customer summits, and he is equally effective when hosting firesides or MC ing multinational events.

Results You Can Expect

- A clearer, shared language for soft skills across your teams
- Practical frameworks that improve your team's communication ways with clients and colleagues
- Better meetings, stronger panels and interviews that stay on message
- Confident presenters who deliver effective presentations with less stress
- Stronger pipelines as teams identify profit and sales opportunities earlier

Proof Points

- Former Merrill Lynch stockbroker who shifted into communication and influence
- Much in demand as a moderator and MC for global corporates, with a track record of running countless industry panels
- Author of What's Up With Your Handshake and The Art of Business Seduction, with Handshake reaching number one in Amazon's sales skills category
- Former TV host who has appeared on network TV numerous times
- Worked with leading financial brands, including Royal Bank, along with other blue chip companies

Make Next Year's Event Your Best Yet

If you want a go to person who can consult on format, coach your speakers, and keep the whole room engaged, Mark Jeffries is a safe pair of hands. [Book](#) him to MC your multinational event, moderate your most important panels, or deliver a hugely practical presentation that equips your people to communicate with impact.

WHAT PEOPLE SAY

""Mark's keynote focused the minds of our people and got them thinking more about their interactions with others both internally and externally. The importance of the tiny differentiators was a welcome angle and we were very pleased at how our people responded to this key messaging. Mark has an impressive talent for truly capturing an audience. A

valuable and entertaining session."

— Alison Masters, Director Marketing Communications, Microsoft.

"....the team was energized, engaged and motivated (power of 3 J) to put many of your 'tools' to work right away. In fact, they incorporated learnings in their final presentations at the end of the day and I was WOW'd by the results."

— Heather Millage, Corporate Project Vice President, Novo Nordisk Region Europe

"In front of our multi-national audience of more than 2,000 people, Mark Jeffries displayed a rare ability to connect with everyone, and to deliver some truly valuable tips on smart business skills and Networking, in an entertaining and engaging way." "

— Brian May, CFO, Bunzl