

# DENISE HORAN

INTEGRATED MANAGEMENT  
& SALES CONSULTING



**IMS:** Integrated Management & Sales Consulting is an organization that concentrates on coaching CEO's and employees alike to increase both personal business skills and steer companies on the path to success.

## Customized Sales Training

IMS realizes that every company and every situation is different; that is why we offer customized training to ensure that each company can meet its specific needs. IMS offers simple strategic solutions that make the information easy to learn. IMS develops the techniques and skills that are needed to get the best results. Denise is an accomplished motivational speaker and has delivered speeches focusing on self-development and career motivation. During her time working with *Transfinder*, Ms. Horan merged employee training, public relations and executive coaching increasing client number from 200 to 700 in just 5 years.

## Sales Consulting

Denise provides solutions to help organizations expand their marketing opportunities, grow revenues and shape sales leaders. Denise consults with business owners and upper level management, learning about their business and goals for the future. Ms. Horan focuses on both business and self-development in order to make certain her clients not only reach but exceed their goals as well. IMS is proud to announce working with over 20 entrepreneurs to help grow their new businesses.

## Business Development Coaching

With more than two decades of coaching and real-life experience, Denise Horan applies her expert knowledge and relentless energy to push both your business and yourself towards success. When working with two separate real estate firms Denise was able to effectively coach and work with the employees to bring about remarkable sales growth in a slumping market. Denise coaches many attorneys on business development and "rain making" skills that help law firms with client acquisition.

## About Denise Horan

Ms. Horan, the founder and principal of IMS, develops innovative solutions to help increase revenues, find new marketing opportunities and develop effective sales and management leaders. Recent engagements include: strategic marketing plans, executive coaching, comprehensive sales and marketing upgrades, as well as sales, management and customer service training and coaching. Prior to establishing Integrated Management & Sales Consulting, Denise was VP of Sales and Marketing at Eastern Connection, a regional parcel express service, where she led a 28-member team across thirteen states. Under her leadership, the company generated record sales growth while reducing sales costs to produce unprecedented earnings. Ms. Horan is proud to be closely involved in the community as a member of The Consulting Alliance, The Circle Leadership Group and The Hudson-Mohawk Chapter of the American Society for Training and Development. Denise serves on the board of Women's Employment & Resource Center. She is a member of the Executive Women's Golf Association for 18 years.

# GROW YOUR REVENUE.

So you can grow your company.

For more information, please visit our website at

[www.DeniseHoran.com](http://www.DeniseHoran.com)

