



# RAIN Group

## Areas of Expertise

- a. RAIN Selling
- b. Insight Selling
- c. Negotiation Skills
- d. Sales Coaching
- e. Strategic Account Management
- f. Sales Management

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## Raingroup: Grant Heale

Grant Heale, a well-known speaker and entrepreneur, brings over 23 years of experience as a sales training consultant. He began his own sales and service business in 1992, working extensively in the hospitality industry as well as the education, construction, and financial sectors. His clients have included City Lodge Hotels, Legacy Hotels and resorts, and Tsogo Sun Hotel Group. He's also been a professional speaker much of his life, delivering speeches for BMW, Momentum, South African Breweries, KLM, and other multi nationals.

Grant has bought the rights to the RAIN Group SA - a high performing sales training organization based in the States. "RAIN Group is making a big difference in the way professionals view selling across the world. I'm privileged to bring their focus to Southern Africa," Heale said. "I chose to partner with them because they are at the forefront of sales research and understand the way today's sales professionals learn."

"We are excited to have Grant and his team join RAIN Group. His sales training experience and knowledge of the local culture and market will allow us to better serve our clients in the Southern Africa region," said John Doerr, President of RAIN Group and bestselling author of Rainmaking Conversations and Insight Selling. "He's a great addition to the team and will not only represent us well, but will help our clients improve tenfold."

The RAIN Group offers sales training through: classroom training, webinars, online training and coaching, on the following topics: