

# WINNER

## MARK POMPEI STUDENT SCHOLARSHIP

## ABIGAIL SUTTON



Abigail Sutton, Beaumont Tiles.

Abigail Sutton is currently enrolled in a Bachelor of Management (Human Resources) program at the University of South Australia. Her study goal is to complete Graduate Diploma in Education and a Master of Business Administration. In addition to her part-time studies, Abigail is employed at Beaumont Tiles as National Training and Development Specialist. Her career goal is to be the head of learning and development within an organisation.

Abigail realised her passion for learning and development when she was part of a mentor program to help develop succession planning and developing key skills around the art of networking, prospecting and sales skills. Her work

experience includes sales analysis and project leadership. While working at the University of Adelaide as an Academic Program Officer, Abigail developed a peer mentoring program and a first year connection program to help new students.

At Beaumont Tiles she has developed a Retail Sales Program. This included writing a leaders guide that was instrumental in guiding store managers through the coaching process to enable them to engage with their staff and develop their behaviour. Since its launch in January 2015 this program has seen an increased customer satisfaction from 65% to 89%.

Abigail ran a leadership program which resulted in increased confidence in staff,

the ability to manage high performance teams, and understanding of their audience to communicate effectively and a basic understanding of reading their profit and loss statements.

In September 2015 Abigail joined AITD's South Australian Divisional Council as a way of engaging with members who might be new to the learning and development profession.

Peter Arbery describes Abigail as "An extremely experienced, talented individual who uses her inquisitive nature to learn. She is practical and applies this knowledge. She engages people well and is always looking to help those around her. She is a natural facilitator."

## ARE YOU A LEADER IN TRAINING, LEARNING AND DEVELOPMENT?

The Australian Institute of Training and Development Excellence Awards recognise achievement in training, learning and development and organisational development.

Nominations open in May 2016!