



Grainne Martin

Grainne Martin heads up Lander Associates in Ireland and specifically delivers the CMI leadership programme to the Irish recruitment market. With more than 23 years experience of recruitment, she also trains regularly in the UK and internationally.

Within the recruitment industry, Grainne set up a branch office in Dublin, later expanding to Cork and Belfast. Responding to client and business needs during the boom time she established two new specialist staffing services in Finance and Pharmaceutical. Later taken over by recruitment giant Adecco, she totally understands how smaller brands fit into larger organisations and the benefits of brands working together.

Grainne has developed highly successful sales teams and inspired some of the most successful recruiters in the global recruitment sector. Her approach is open and honest, always engaging and often amusing. Her understanding of the recruitment industry is apparent and her empathy with the recruiter, team leaders and managers and the difficulties and challenges they face, adds real credibility to the fast, paced, results focused training experience.

The advantages of a leadership and management trainer having commercial industry experience, with total business understanding and practical examples and advice, enhances the training experience.

Range of training expertise includes:

- ★ Contracts
- ★ Leadership and management development
- ★ Headhunting
- ★ Sales and management training

“ Grainne explained everything really well,
backed up by a wealth of experience.

Tom McMillan, Macildowie Associates

