



The Institute of Banking and Finance of Trinidad and Tobago

PITCH PERFECT: Public Speaking and Presentation Skills Two (2) Day Training Workshop Outline



OVERVIEW

Pitch Perfect is a dynamic two-day training seminar designed to equip participants with the confidence, techniques, and practical skills needed to excel in public speaking and presentation delivery. Through interactive exercises, real-time feedback, and structured practice, participants will learn how to craft compelling messages, connect with their audience, and present with clarity and confidence. Whether addressing a boardroom, delivering a sales pitch, or speaking to a large audience, this seminar provides the tools to leave a lasting impact.

By the end of this workshop, participants will be able to:

1. **Deliver with Confidence** – Demonstrate improved vocal projection, body language, and stage presence to engage audiences effectively.
2. **Structure Compelling Presentations** – Organize content using clear frameworks and storytelling techniques that capture and hold attention.
3. **Master Audience Engagement** – Apply techniques to build rapport, manage nervousness, and adapt delivery to different audience types.
4. **Enhance Visual & Verbal Impact** – Use slides, visuals, and supporting materials to complement verbal delivery and reinforce key messages.
5. **Handle Q&A with Ease** – Respond confidently and professionally to audience questions, objections, or unexpected challenges.

WHO SHOULD ATTEND:

Professionals, Entrepreneurs, Educators and Students seeking to improve their public speaking and presentation delivery.



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FACILITATOR'S PROFILE

Ramon Gregorio QRC, MA (London Metropolitan), BSc. (UWI)

Managing Director /Principal Consultant

Ramon Gregorio is a multifaceted professional renowned for his expertise in market research and advocacy for businesses in the Tunapuna and environs region. With a rich background in both academia and practical experience, Ramon has carved out a distinguished career marked by strategic leadership, impactful decision-making, and a commitment to driving growth and development.

Leading a team of over 150 field officers, including 8 full-time officers, Ramon has demonstrated exceptional management skills, ensuring the seamless execution of numerous market research projects across the Caribbean, Latin America, and Africa. His ability to manage multiple projects simultaneously underscored his capacity as a problem solver and decision maker, tackling challenges head-on and delivering results for a diverse range of clients.

Beyond his role at Lucent Research, Ramon's dedication to the business community of Tunapuna and its surroundings is evident in his position as President of the Greater Tunapuna Chamber of Industry and Commerce. In this capacity, he advocates tirelessly for local businesses, representing their interests and spearheading initiatives aimed at fostering growth and prosperity in the region. His leadership and team development capabilities have been instrumental in galvanizing support and driving positive change within the Chamber.

Ramon's academic background, which includes a BSc in Accounting and an MA in Marketing, provides him with a solid foundation in both quantitative/qualitative analysis and strategic thinking. His professional designations as a Qualitative Research Consultant (QRC) and an Associate of the Market Research Society (AMRS) attest to his expertise in market research methodologies and applications. Semi-fluent in Spanish, both written and oral, Ramon possesses a unique advantage in navigating diverse markets and engaging with stakeholders across linguistic and cultural boundaries.



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As a seasoned market research and marketing consultant, Ramon is adept at extracting actionable insights from data, guiding strategic decision-making at the highest levels of organizations. His proficiency in qualitative and quantitative research methodologies, coupled with his skill in data analysis, enables him to deliver valuable insights that inform business strategies and drive growth.

Ramon's expertise as a focus group moderator and interviewer is unmatched, particularly in engaging with key niche markets and stakeholder audiences. His ability to critically link data to deep insights sets him apart in the industry, making him a trusted advisor for organizations seeking to leverage market intelligence for competitive advantage.

In addition to his consultancy work, Ramon is also recognized as a proficient trainer in various specialist fields including market research, marketing, sales, presentation skills, and public speaking. His ability to communicate complex ideas effectively and his empathetic approach to team issues make him a sought-after mentor and coach.

In summary, Ramon Gregorio is a visionary leader, skilled researcher, and passionate advocate for businesses in the Tunapuna region. With a diverse skill set and a proven track record of success, he continues to make significant contributions to both the field of market research and the local business community.