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Degree: BA (Hons) Business Studies
Job Title: Connect Sales Assistant
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Why did you apply to ProspectSoft?

I looked at the Heinz's and IBM's of this world and were very impressed by what effect a name like that could do to my CV, however after discussing it further with family and friends, I began to understand that it was less about a big name giant company and more about learning how businesses work and really have a more vital and meaningful position on my placement, in which I can genuinely have an impact. My placement at ProspectSoft delivered this in abundance. I have thrived on the responsibility given to me and every question I have ever asked has always been answered in a thorough and friendly way. The diversity of the work I have done has been great too! I really have received a fully comprehensive and enjoyable 13 months. Thanks ProspectSoft!

What your job involved?

I'm not going to lie, this year has been very challenging and one aspect of this is the work load. This is down to the fact that it is a "proper job"! This is not a tea making position, it's a full blown sales position and thanks to that, you get a "proper experience"!

My placement was a hugely varied experience and the work load mirrored this. I managed to get experience from different areas of the sales cycle ranging from nurturing new sales leads to dealing with existing customer issues. The new sales nurturing involved me using various different channels of communication to talk with the relevant contacts at these businesses in an attempt to book an appointment for a consultant to go out and meet with them. On certain occasions, this would also include me going out with the consultants to experience the face to face side of B2B sales and becoming more familiar with the various features involved in the ProspectSoft sales process. I also did a lot of work with Prospect Soft's existing customers too

including overcoming any issues they maybe having, selling add-on products, writing specifications for bespoke work, chasing in orders and organising existing customer events. I also have to liaise a lot with members of our reseller network and all the different teams in ProspectSoft.

The highlights of your placement (work and social)

There has been some great banter around the office. The sales managers are great, fun loving people and they were always there to pick you up on a bad day and have a giggle on the good days! The whole company is fairly young, so there is a great vibe about the place. There was always someone going out for a meal, going to the cinema, wanting to play some sort of sports or just fancying a drink. There is a large diversity of tastes and preferences within

ProspectSoft, there is pretty much something for everyone. And if it's not currently happening, you can definitely make sure it does.

Advice you would give to somebody considering a placements at ProspectSoft

Getting the placement opportunity at ProspectSoft has been one of the best things I have ever done. It has opened my eyes to so much about the internal workings of a business and general protocol in and around the B2B arena. There is nothing like applying the knowledge you have learnt in Uni to a real life job and this position has helped me come on a lot in my knowledge of business and my application of that knowledge. It's a fun, vibrant and great place to learn, experience and make a real difference to a very successful organisation. I can't wait to come back!

