

Name: Gemma Davies

Degree: Business Management

Job Title: Sales & Marketing Assistant

2009/2010

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What did your Placement year at ProspectSoft involve?

As a Sales & Marketing Assistant, I was required to communicate with partners and clients, to progress enquiries from potential end-users and reseller partners with the view to book appointments for the New Sales Team. On a day-to-day basis, I was required to be on hand for first line support for current reseller partners' new sales activities and to act as pre-sales support for partner queries, product information and pricing negotiations. I was required to take part in telesales activity to profile prospects and to promote ProspectSoft. I also took an active part in event calling and working to build lasting relationships with end users, partners and prospects. My work load varied on a day-to-day basis however in general I was kept busy and presented with new challenges regularly.

To what extent did you enjoy your placement at ProspectSoft?

ProspectSoft is like a great big family, and with any new job, it takes time to settle in and to adjust but with the support and genuinely great people at ProspectSoft, I really feel a part of the ProspectSoft family now and this made my placement a lot more enjoyable.

With many of the ProspectSoft members of Staff being past placements, it was easy to relate to them and they had a much better understanding of how I felt and what I was hoping to achieve from my work placement. Through the Placement Academy, it is a great way for ProspectSoft to recognise your achievements.

From the start, I received both support and guidance from management and without this guidance I don't know if I would have progressed as quickly as I did.

The skills I have developed from my placement are invaluable, not only have my existing skills been developed but I have acquired a whole load of new ones. Being more specific, the real life business experience will definitely help me relate theory to the business world.

