

What might you do in a typical day at work?

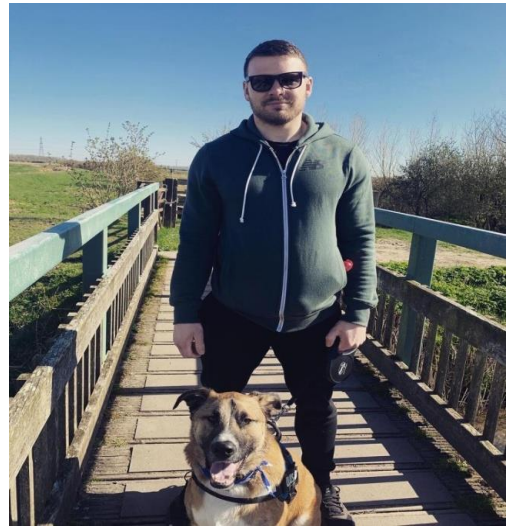
I'm a Business Development Manager for a company who manufacture light fittings. My day to day role involves seeing and speaking with clients, such as consultants, architects, contactors, wholesalers etc. In order to obtain specifications and orders.

I work from home and my office related duties include pricing, lighting design, aftersales/project support for customers, updating my pipeline (orders that are due to be placed), liaising with internal office support, chasing up leads and personal admin, such as my expenses.

Name: Nathan Hull

Year of leaving: 2005

Current job title: Business Development Manager



What do you enjoy most about your job?

I really enjoy the freedom of working from home. I don't really have set start and finish times and I can often plan my workload around my day. If I want to walk the dog or go to the gym during my workday. So long as the work gets done, this isn't really seen as a problem. My manager is more like a friend than a boss and the team I work in are all mates, as opposed to just colleagues.

What do you find most challenging about your job?

You have to be very self-motivated, even when things aren't quite going your way. It can be easy to procrastinate and drift off at times. You have to deal with objection and rejection on a regular basis. Which can be pretty difficult. I have to try and not take it personally! As a business, we also let customers down from time to time. I take this to heart and it upsets and annoys me.

What experience and qualifications do you need to do your job, and do you have advice for current students looking to go into our sector?

I didn't get very good GCSE's and didn't technically finish secondary school. I was placed on 'extended study leave' for bad behaviour. I was fortunate enough to get an electrical apprenticeship with a decent local firm. I qualified at 19 and eventually moved into an office role as an estimator and contracts manager. That then got me into the job I now have, which I have been doing now for around 3 and a half years. My advice would be to go down a similar route in regards to an apprenticeship. The sales bits are easier to pick up than the technical stuff!