

ProspectSoft Placement Stories

An overview of thoughts and feelings on working at ProspectSoft

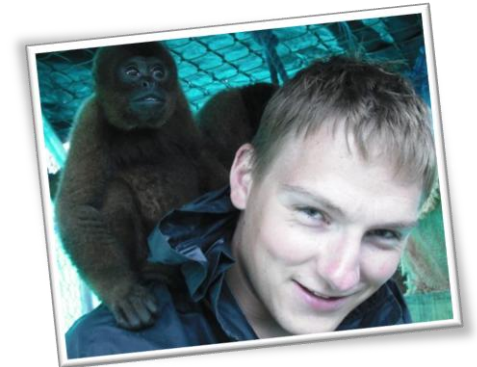
ProspectSoft Placement Scheme 2010/11



Rob Drummond – Why I did a placement

Marketing Placement 2007/08, Marketing Communications Expert 2010-Present

“I originally applied for a placement to add practical experience to what I was learning at university. I was particularly interested in working in a business-to-business environment with a more complex sales cycle, and working at ProspectSoft was ideal given that I had geared my degree to have a strong focus on marketing and information technology.



A huge benefit to working at a small, yet growing company was the range of opportunities available, and the opportunities to learn directly from senior management. I took on much of the responsibility for the company website and online marketing activities; such as initiating and being responsible for a Google Adwords pay-per-click campaign, and designing my first website completely from scratch. Placement Students at ProspectSoft are treated as full time members of staff, which means a lot of responsibility! Other day-to-day activities include working with suppliers, customers and partners on a range of projects.

For me, a key outcome of the placement was a far better understanding of sales and marketing in a longer, more complex cycle, as well as gaining real commercial experience.”

Tom Wolfe – Placement Familiarisation Day

Technical Placement 2010/11

“Each year, once ProspectSoft has taken its harvest of ripe placement students, an introduction of sorts is held to welcome the fresh intake to the ProspectSoft family. This introduction is something that really helps us to get to know each other in an informal setting, and makes the daunting challenge ahead that bit less scary. After all, it's not something you have to do alone.



Not just the obligatory 'meet-and-greet', ProspectSoft's Familiarisation Day is about really getting to know the people you're going to be working with. It's a great day for staff and placements alike, and is more of a relaxed taster session that opens doors for the placements to get to know each other; a lot of number swapping usually happens here!

As well as being a social event, next year's Familiarisation Day will be a chance for us to explain the real benefits of the ProspectSoft Placement Scheme. We get to show off how our prospective placements will receive a relevant set of skills that they can apply to their respective university courses, and indeed future employment after graduation. Not only do they learn about their own fields, but also about how businesses fit together and operate as a whole; a symbiotic organisation.”

Alex Smith – Placement Training Program

Sales & Marketing Placement 2010/11

“The first thing that made ProspectSoft stand out amongst the hundreds of other adverts on my university site was that the scheme lasted 13 months instead of 12. Like so many of my friends, I arrived on the first day unprepared and not really knowing what to expect. Unlike my friends however, my placement got off to a great start thanks to ProspectSoft’s intensive month long training program. Each day, all of us placements gathered in the Training Room together to learn about ProspectSoft’s products and processes. It was during this time that we not only prepared ourselves for the tasks and challenges that came with the job, but formed a real relationship and family unit.



And what a month it was... OK, so we had to learn about fire exits, granted. But that was the tip of the iceberg! In the first week we had to learn and deliver a 50 minute product demonstration in front of the Directors and Managers! I thought fresher’s week was tiring, but having to concentrate all day at work and go home and practice at night really put working life into perspective for me.

It really was a fantastic way to start my placement. I can honestly say that all the tasks in my job today rely on the core competencies gained through our product training, technical training and sales and marketing exercises. It was a lot of fun as well. Along with the note taking, memorising and exams we all earned some commission for meeting training targets, played some games and won a bottle of Champers! NICE!”

Vicki Watmough – ProspectSoft and my dissertation

Sales and Marketing Placement 2009/10

“ProspectSoft placements have opportunities to use the knowledge learned at university in everyday tasks as well as larger projects. This has already been a great support in my final year and dissertation. When deciding on a dissertation title it was drawing upon my placement experience at ProspectSoft that finally made my decision. Using the contacts I made throughout my placement year I have based my dissertation on ProspectSoft’s partner channel. Whilst on placement a co-efficient was made to assess and measure the channels performance. I want to expand this to an academic level and provide evidence that the measures used will be essential in the growth of such an area. The encouragement and support I received when proposing this to ProspectSoft was more than expected and I am now looking forward to completing a piece of work not only for university but as a useful tool in the company. The dissertation includes interviewing Managers and Directors of ProspectSoft as well as those within the channel. Their doors are always open for primary research and already I have received several supportive emails from possible participants. This really shows the commitment ProspectSoft and their partners have to placements and the impact they can make.”



Ed Scutt – Placement to Employee

Technical placement 2006/07, Sales Consultant 2009-Present

“After an encouraging and enthusiastic accreditation day, I gladly accepted a contract offer from ProspectSoft to complete a placement year as part of my Software Engineering degree. My role was in Development, writing extensions to the core product for a variety of in-house and customer-specific projects. In this position I was able to follow and practise the entire Software Development Lifecycle. More importantly however, I was able to experience first-hand all the theory behind it, and relate to it in a real business context; something sitting in a lecture theatre truly fails to capture. Seeing and actively participating in this role brought true meaning to the degree I was studying, which proved to be an invaluable experience; adjusting my views on what and why I was learning my subject matter and subsequently pushed my second year 2:1 average up to a First Class honours degree. This was coupled with a permanent contract offer from ProspectSoft, which I again gladly accepted.



Gemma Davies – My Placement

Sales Placement 2009/10

“Working at ProspectSoft as a placement student gave me a great insight into the world of business. At ProspectSoft, every member of the team is valued, even placement students. Everyone is expected to make a contribution to the overall business performance as a team. This meant I was given a broad range of tasks each week which were both challenging and exciting. More importantly, I added value to the business. The skills and experience I have acquired from my placement year are invaluable and have certainly helped towards my final year at university. Looking back on my year at ProspectSoft, I am very proud of my accomplishments. The fantastic support at ProspectSoft combined with great management and a structured placement program gave me the best start I could have hoped for.”

