

Working at ProspectSoft

Comments from Lindsay, placement student

Course: BA (Hons.) Business Administration and Marketing Management

Job title: Sales Assistant

Location: High Wycombe

Why did you apply to ProspectSoft?

The fact that ProspectSoft offers capable placement students the opportunity of a full-time position on graduation, was one of my foremost reasons for applying. Although my research showed that ProspectSoft is a small, but growing firm, that competes against some of the most influential and well-funded multinationals, it has always been an innovative company and has made its mark in the CRM market by leading the way in mobile computing.

Realising that I did not want to work for a multi-national, I also applied with the aim of gaining much broader experience by working in a business environment that was both challenging and flourishing.

What does your job involve?

My main role is to support the Sales Manager of the Connect Partner Programme, which entails recruiting companies nationwide to promote our software. This has included developing an Action Pack (guide) for Partners and creating an account management process. More recently, I have been charged with recruiting additional Partners, by organising events in the New Year.

These tasks have helped to improve and develop my existing presentation and communication skills, primarily because they involve presenting and demonstrating the ProspectSoft CRM solution to resellers and communicating regularly with partners and customers.

What have been the highlights of your placement (work)?

I never imagined how quickly I would become a valued member of the company, since from day one, I was treated like all other employees, with no special allowances. This makes the placement so much more real to life. All my colleagues, even the directors, encourage me to speak up and always give my views and ideas serious consideration. What I enjoy most is having an opportunity to play a serious role in the development of a rapidly-growing company.

What have been the highlights of your placement (social)?

Although nervous on my first day, I relaxed immediately when the existing staff asked the new placement students out, socially. This made me feel at home and helped me to settle in. I organised a meal, attended by all available staff, which proved to be a success, so it's easy

to imagine how comfortable it is to work in a relaxed, young, vibrant environment, in and out of the office.

What advice would you give to someone considering a placement at ProspectSoft Ltd?

Be self-motivated and able to use your own initiative to accomplish any tasks. Self confidence is a fundamental quality expected of all ProspectSoft staff, so be prepared to voice your opinions, as they are considered as an equal part of the development of this rapidly growing organisation.

If you want more information about ProspectSoft CRM, have a look at our Website: www.prospectsoft.com

If you want more information about ProspectSoft Ltd Placement Scheme, please send an email to: daniel.mcritchie@prospectsoft.com

