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Job Title: Channel Sales Assistant
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What your job involved?

I had an extremely varied role within ProspectSoft, however if I was to highlight my core role, it was to be our many partner's first point of contact should they need anything at all. This varied enormously from offering sales advice; to liaising with our development team about specific technical queries, discussing potential bespoke requirements for a customer, providing demonstrations of the product, booking appointments with prospective end-users - chasing up for feedback (allowing me to discuss our pipeline at weekly Sales meetings), but most importantly, chasing in orders, and if need be, negotiating discounts with my team for quick deals. I was constantly dealing with people of high seniority (MD's, FD's, SD's etc), which gave me invaluable experience and developed my professionalism no end. I had the opportunity to take on a sale myself, which involved many meetings with the customer and delivered firsthand experience of a business-to-business sale, not to mention getting the deal! Another of my core roles was managing the placement recruitment process from start to finish - a very interesting, challenging, enjoyable and rewarding experience having been on the other side of the fence only a year prior. I was genuinely shocked by the level of responsibility I was given as a placement student, and as you can imagine, it was a very welcome surprise. All in all, some great stuff to put on my CV!

The highlights of your placement (work and social)

I gained an inordinate amount of experience during my time at ProspectSoft, and really got stuck in to activities that often directly impacted the company's bottom line. This gave me huge potential to really excel, stand out and make a name for myself at the company. There is a well-known stereotype that if you work in a smaller company, you're likely to get broader, more in-depth experience. From my experience this couldn't be truer, and this belief has

been cemented through subsequent conversations with my friends who have been on placement at the big corporates.

As the average age at ProspectSoft is relatively low, there is a great social scene and there are many opportunities get together and have fun. That's one thing I loved during my placement, anyone can organise anything, so if you have an idea and think others might like it, just send an email round and gauge the response. I lived in High Wycombe during my placement, however I would recommend to anyone needing to relocate to work at ProspectSoft, live in Oxford! The majority of ProspectSoft staff now live there and it's got much better night life!

Advice you would give to somebody considering a placements at ProspectSoft

I genuinely feel that what I learnt and the

experience I gained over my year will benefit me no end, especially in the immediate future. If you're looking to do a placement, a lot of people will tell you that they're great for putting theory learnt at uni into practice. In my experience, I'd say they're even more beneficial in your final year at helping you to relate theories from uni, to the real working world. As you can appreciate it makes understanding these theories a lot easier. The other really important thing to note with ProspectSoft is just how much help they give you with your final year studies. Doing a placement provides an incredible primary resource for dissertations etc, something I'll be taking full advantage of!

