

**Name: Vicki Watmough**

**Degree: Business & Marketing  
Management**

**Job Title: Channel Management Assistant**

*2009/2010*

*“A fun young team who are great to work with”*

#### **What did your Placement year at ProspectSoft involve?**

My role during my placement year varied between all departments giving a great overview of the company; however my main responsibility was being the main contact for all of our partners for their sales and marketing activities. This saw me getting involved in marketing activities for the channel including e-shots, running their events and campaign ideas to generate leads. Monitoring and scoring their sales, marketing, training and technical abilities and discussing strategic plans, attending meetings and following so as these plans are put into place.

#### **To what extent did you enjoy your placement at ProspectSoft?**

I enjoyed every part of my placement year. ProspectSoft not only offer a lot of responsibility but also a fun young team who are great to work with.

At ProspectSoft your opinions are always listened to no matter what level you are at and this really makes you feel like you can make an impact. The managers and directors doors were always open; there was always somebody to ask if you were struggling. I had the pleasure of working alongside the sales and marketing director, meaning I was often trusted to make my own decisions but always had the opportunity to double check things. I couldn't have asked for more responsibility and was always very happy to receive more. Working with the sales and marketing director gave me a lot of freedom to put ideas across and be given many big opportunities.

ProspectSoft have developed a finely tuned placement scheme over the years. From the intense training at the start to monitoring personal development throughout, it really works alongside university requirements. I have been offered and accepted a returning position with the company and am very excited to go back!