

A WORK PLACEMENT WITH A SALES REPRESENTATIVE

Hello, my name is LAURA, I am preparing a BTEC in sales at the vocational high school in Manosque.

I'm very happy to speak about my latest work experience.

I did my last training period with a sales representative who works for a company called FOUNTAIN. This sales rep has worked for this company for only one year. I had to work with him for 4 weeks. My work consisted of selling coffee machines in the whole PACA region.

Thanks to this experience, I learned a lot and I was able to develop my professional skills, even if it was a little bit difficult to start with.

Now, I would like to describe the main activities I did. First, I studied the data sheets for the various machines sold by the company in order to learn about the products that I was going to sell. It is very important to know what you're talking about to be able to convince the customers. In 4 weeks we visited more than 90 customers and by the end finalized 10 contracts and rental contracts. I must say that we were always on the road, away on business, so it was a little bit tiring.

Now, I would like to tell you what I gained from this professional experience. First, I found it difficult to stay concentrated all day long between the long car journeys on the road and the time dedicated to customers' files. On top of that, we had to find solutions to different problems that occurred.

Nevertheless, I must say that I really enjoyed the other tasks that I accomplished: I really enjoyed meeting all sorts of people. The idea of meeting people appealed to me. I was also happy to deal with the customers' files at the office.

Now, I would like to talk about the benefits of this training period: Indeed, this work placement gave me the opportunity to be more confident with customers. Now I am at ease with them.

Talking about my professional skills, I am now, able to deal with customers, I am a problem solver and I find it easy to speak with customers on the phone.

Thanks to this work placement I have also realized that I am a very organized person. I am not so stressed anymore and I am definitely more confident in front of adults.

To conclude, I must say that I really enjoyed this work placement, I learned a lot, but I wouldn't like to become a sales rep because you don't have any time for yourself.

Thank you for your attention. I have finished my presentation and I am ready to answer your questions.