

JOSH BARRETT, INTERNAL SALES EXECUTIVE

Completing an Apprenticeship at Cristie Data



What does the typical day look like for an IT Technical Sales Apprentice?

"I tend to spend my day calling prospects and engaging them in conversations to find out what IT projects they need help with. Then I either pass the information on to one of our Business Development Managers or work with them on the opportunity or handle it myself. For sales opportunities that I am already handling, I produce and finalise the quotations and send them out to the relevant person in the organisation we are hoping to work with."

How has Cristie Data supported you through your Apprenticeship?

"This was a new job role as well as a completely new industry for me and the team at Cristie Data have been really helpful. They have given me confidence throughout my apprenticeship to know that there is no shame or judgement in asking for help no matter how trivial the matter might seem. Everyone was so supportive when we went into lockdown back in March, which made it easy for me to get advice, even when we weren't in the office together. Everyone was also understanding across the 13 months of the apprenticeship that I would have to take eight hours off a week to do the training whilst still being 'at work'."

How has your role changed since you passed your Apprenticeship?

"During my training, I was only handling new business. However, since passing my apprenticeship, I have been given the responsibility of looking after some of the renewals. This involves me contacting our distributors, putting together a quote and processing the order. I plan to continue my career with Cristie Data by taking a Level 4 Sales Executive apprenticeship, funded by Cristie Data's parent company iomart, which I'm really looking forward to. This will hopefully allow me to develop and learn new skills, which I can carry with me throughout my career."

What do you enjoy most about working for Cristie Data?

"It has to be the amount of responsibility I've been given. I've got multiple prospect accounts in my name that only I should be talking with to generate leads and I also have some customer accounts of my own that I'm responsible for, allowing me to build meaningful relationships with them and their businesses. I really like the people I work with. Whenever it's been a tough day, I know there's always someone I can talk to, to help lift me back up. I also enjoy working with the teams at our vendor partners and distributors, knowing that if I have questions about a specific product, I can always ask them."

What do you enjoy doing outside of work?

"I try to make it to the gym when I can but on the other hand, I love going out for food or watching films (when we're all allowed to!). Along with many others, I've found ways of exercising at home whether it's taking my dog out on a new walking route or going for a run with my brother. I hope that 2021 allows me to continue doing the things I enjoy and pick up a few new interests."