



Simon Bade, 2001

What Career are you in, and what sort of things does this entail?

Sales / Telecommunications. Sales Director of a business with 190 staff and 5 offices across the UK.
Managing Director of a small start up business.

Managing people, managing processes, inspiring people, leading through example. Making a difference.

What inspired you to go into your chosen career?

I always fancied getting into Sales and marketing. I enjoyed working with people & influencing decisions / people / thought processes.

What advice would you give to anyone interested in working in your career area?

It's an extremely tough career, and more often than not you start right at the bottom in a "junior" position. You need to be resilient, tenacious and have a strong will to succeed. Take the time to study and read literature around sales techniques, ideologies, and strategies. Those people who have a desire to continually learn, and better themselves are often the ones at the top of the performance charts.

What do you know now, that you wish you'd known when you were leaving Malbank?

That your mistakes happen. They don't define you, and you can learn a lot from them.

Sales is an incredibly rewarding job, and with effort and work rate, you have a great chance of success and wealth. You will have moments where things don't go well, but hard work gives you a great chance of performing well.

If you would like to get in touch with Matt to find out more about careers like this, please contact Mr Batty in the Sixth Form Office, or via Teams