



## CAREER PROFILE

**Name:** Anna Kirkpatrick  
**Company:** Gamma Telecom  
**Sector:** Telecoms  
**Job Title:** Customer Advocate



### Starting Out

Prior to joining the Executive Point training programme, I was working in Waitrose and had absolutely no direct sales experience.

From the very start I could see the structured training programme ahead of me and what I needed to do to succeed. I had support every step of the way, with first class mentoring, and was learning by actually doing the job I was qualifying for (including having a target).

### What Happened Next

Having worked on the Gamma Account and achieving ISMM Level 2 and SMART Level 3 in Sales within 12 months, I was offered a job for Gamma themselves at their office in London whom are voted as one of the best places to work in the UK.

I've already progressed from Sales to a Customer Services position, which I love, and commands a £32K OTE and benefits package.

### My Thoughts

The Point Company is a vibrant, friendly place to work and full of people geared up to support you – whether that's the Trainers and Managers, or any one of those starting out just like you.

Go for it, you won't regret it.