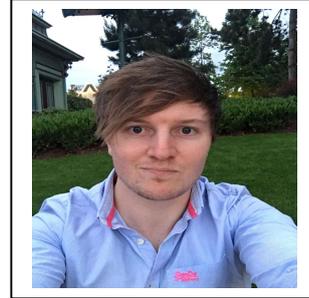




## CAREER PROFILE

**Name:** Ben Chesterman  
**Company:** Cloud Distribution  
**Sector:** IT Distributor  
**Job Title:** Security Sales Specialist



### Starting Out

I was in my final year at Uni and about to become qualified in Management Studies and Sports Science. A couple of months before I graduated, I'd decided on a career in the IT Sector as it's fast moving, has some very exciting technologies and roles that command great salaries for Graduates.

### What Happened Next

#### **Business Development Representative, £20K, + uncapped OTE**

I was offered a job by Cloud Distribution who sponsored my training with The Point Company (formerly known as Meeting Point) to learn my craft in the role of Business Development Representative (BDR).

The benefit to me was two-fold – I'd have exposure to a huge range of current technologies through Cloud and the people at Meeting Point would mentor me to develop the skills needed to pitch the technologies in the right way to be able to secure meetings at the end of calls. I very quickly learned this wasn't a technical pitch, which is the way a lot of vendors like their story to be told, and resulted in a number of vendors requesting me to do their appointment setting.

#### **Internal Sales Representative, £25K, + uncapped OTE**

A year into that role and because I'd been exceeding my target month on month, I applied for a vacancy in Cloud's Internal Sales team. I was able to develop a new skill set managing customer relationships, pitching the value of the business I work for and delivering on targets that had a direct impact on company revenues.

#### **Security Sales Specialist, £35K + bens + uncapped OTE**

Another year on from there I'm now one of Cloud's Security Sales Specialists which is an external facing role and am using a whole new level of skills to recruit partners to sell our vendor technologies and then go on to support them in book appointments of their own and closing business.

### My Thoughts

Joining The Point Company is a great start to a career in Enterprise because they will teach you how business relationships work and how to start/manage that process. This is a skill that can be applied to any industry, not only IT.

I continue to learn and grow thanks to the great foundation the guys at Meeting Point gave me. When I'm the boss, I'll certainly use their services.