

Trainee Hellmann Account Manager: Ellie Wilson

Ellie Wilson started her career in recruitment filling vacancies in the shipping industry. With experience of recruiting sales professionals, she fancied the challenge of embarking on a career as professional and set about making an application for our Trainee Hellmann Account Manager scheme. Ellie has been at Hellmann for six months now and is looking forward to her new company car.

What motivated you to apply for a role as a Trainee Hellmann Account Manager (HAM)?

"In my previous role I recruited for sales people in the shipping industry, because I knew about the sales roles wanted to give it a go."

How was your first day?

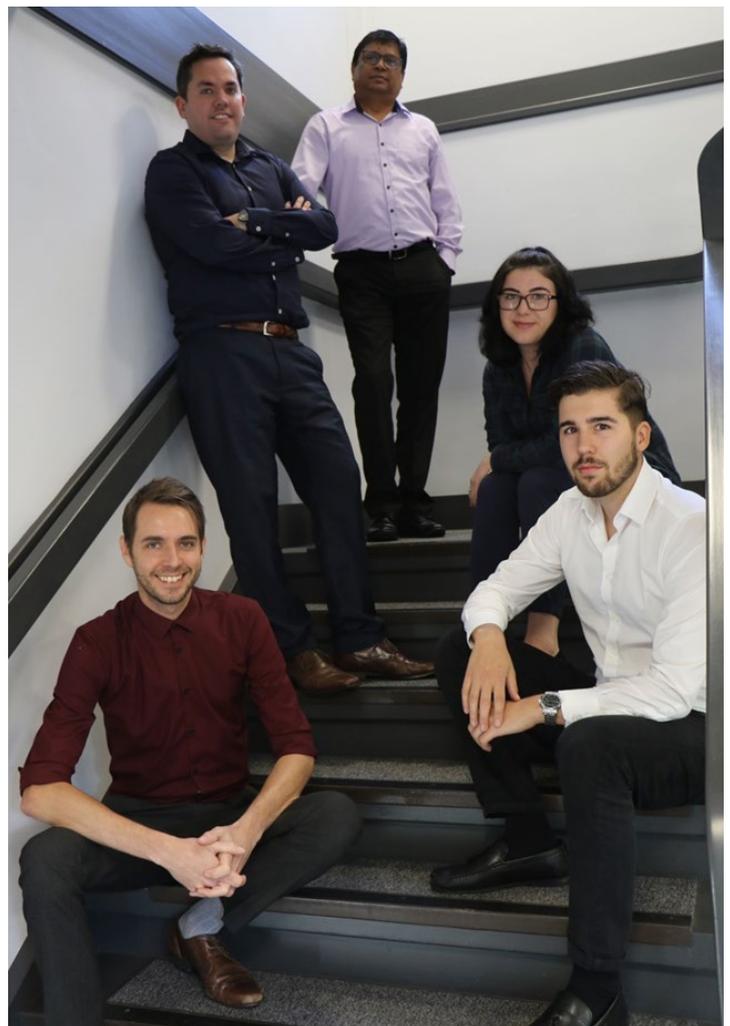
"I felt alienated initially as I had no understanding of the industry and terminology, it was quite mind-blowing. However, I knew that I would be able to fit in quickly and develop myself."

How much support did you have when you started?

"I'm receiving loads of support. From day one the guys here were really supportive. They always make time to help me in a lot of different ways. There has not been a time where I've not had the support that I needed. The guys are really approachable and friendly, I always feel comfortable asking for support."

What is a typical day at Hellmann like for you?

"You never know what you are going to come in to. You can come in and speak to different customers daily, assisting with different quotes and new business. You never know what to expect, because you never know what's going on with your customers, you never know what's going to happen."



What do you enjoy most about the logistics industry?

"The fact that it's such a broad, widespread market, without logistics things wouldn't get from A-B. You can't predict the industry; you never know what's going to happen. Road Freight interests me the most."

Successes' to date...

"Closing my first few accounts, winning new business and hitting targets."

What are your long-term aspirations at Hellmann?

"Develop myself in the account manager role, to become a well-established Senior Account Manager making large profit for the business and myself, basically being an expert at what I do."

Summarise your experience at Hellmann in one sentence:

"Very up and down, very motivating and intense."



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