

# Hellmann Account Manager: Lucas Barry

Lucas studied Business Studies & Management at the University of West England. Lucas wanted a change of scenery from life at home with his parents in Surrey and moved away to Bristol to pursue his studies. He enjoyed making a varied group of friends during his time at university and credits his 'chatty' personality as one of the keys to his very successful run as a Hellmann Account Manager.

Lucas has been with Hellmann for almost three years and looks forward to seeing where his career will take him after he completes the Hellmann Account Manager scheme in early 2019.



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

*"I liked the uncapped commission structure, the regular pay rises and the company car (after six months) they were all very attractive propositions."*

## **How was your first day?**

*"My first day in the office was good; I was welcomed with open arms. I immediately felt like I was part of the team, it is refreshing to work with like-minded, career driven individuals like myself."*



## **How much support did you have when you were a trainee?**

*"My manager at the time Neal really helped me get to grips with the systems and processes at my own pace. The team answered any questions that I had, no matter how odd or trivial they were. If you are ambitious target driven and self-motivated, I would recommend the Hellmann Account Manager scheme. You get out what you put in!"*



### What is a typical day at Hellmann like for you?

*"There is no typical day at Hellmann; no two days are the same. One day I could be in the office, generating new leads and opportunities. On another, I could be out on the road meeting clients' face to face, finding out their specific logistical requirements."*

### What do you enjoy most about the logistics industry?

*"It's one of the biggest industries in the UK and employs a vast amount of people. My role is varied and dynamic. It presents me with the opportunity to work across a variety of sectors and verticals (pharma, retail, automotive etc.)."*

### Successes'...

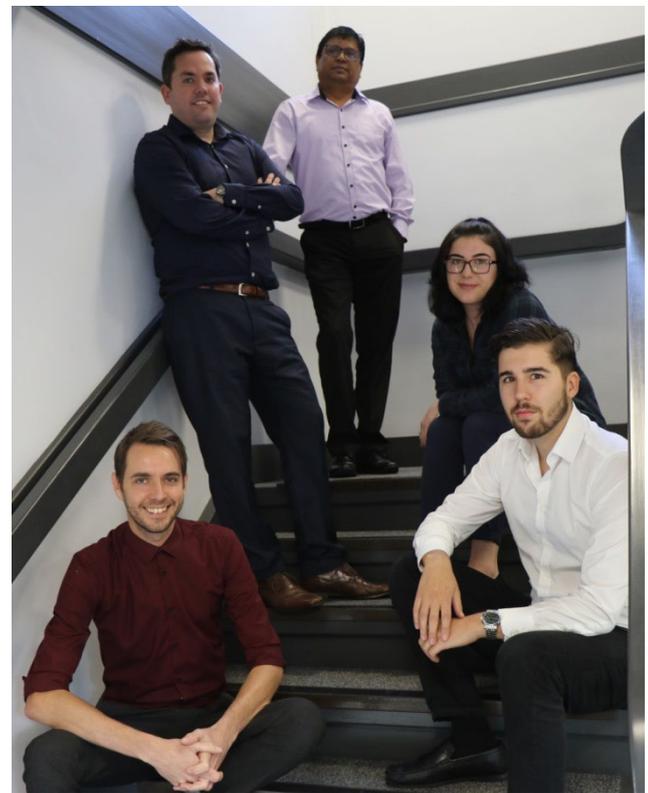
*"My greatest successes are winning profitable new business."*

### What are your long-term aspirations at Hellmann?

*"I'm enjoying my time here and I look forward to the opportunities for progression which will present themselves with Hellmann's ambitious growth plans in the UK."*

### Summarise your experience at Hellmann in one sentence:

*"Eventful and rewarding."*



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