

DANIELLE CLARKE

TTS STUDENT: 2008-2010

Current role: Capgemini - Business Development

Career pathway:

At Thomas Telford I studied BTEC Business, History, English Literature and Applied ICT. I went on to study a BA Hons in English Literature with the University of Aberystwyth, gaining a 2.1. I started my career with the largest reseller of multifunctional devices and software in Europe, The Danwood Group Ltd as an account manager and sales executive for commercial companies that turned over £1-75million. In April 2015, I undertook a new role as a Business Development Manager for Capgemini UK in Telford, working on their largest Public Sector contract, HMRC. I specifically sell solutions and resources to improve IT in the business tax remit. In January 2016, I received my first promotion from sales associate to sales representative, which gives me further responsibilities.

Advice for students:

I would suggest that you start gaining experience for the field of work you wish to pursue as early as possible. Consider your options and experience that will give you the widest variety of skills you can portray to future employees.

Plans for the future:

I would like to progress into global account management and own the responsibility of a team. I also see the potential of moving to London.

Best memory of your time at Thomas Telford?

My most favourite memory is of the Berlin/Krakow trip with Miss Carney.

