

**NICK PRINTER**

**GRADUATE  
DEFENCE & SECURITY ACCOUNT MANAGER**



In the below piece, Nick shares his experience as a Graduate at Centerprise

**What degree did you gain and from which university?**

A 2:1 in History from the University of the West of England (Bristol).

**Did you have a particular speciality or industry you wanted to work in upon completing your degree?**

I knew I wanted to work closely with the Public Sector. My degree focused significantly on analysis of government policy so working with a government agency is something I felt I would succeed in.

**What work experience did you undertake to support your development and leading to your role at Centerprise?**

In terms of working with the Defence industry, I have completed work experience with the Royal Marines. I was also awarded an Arkwright Engineering scholarship during my A-levels which was sponsored by the Royal Navy – during this time I met several Naval Officers who offered mentoring and was given exposure to the training facilities at HMS Sultan.

**What role do you undertake at Centerprise and what does it involve?**

The role I have taken on is Defence and Security Account Manager. This involves working with various accounts we manage within the Ministry of Defence. The objective is to both grow accounts where there is potential and maintain current business with other accounts. I write tender responses and quote for Further Competitions as well as ensure that orders placed with Centerprise are managed from an initial enquiry through to the delivery of a product or service.

**How did you secure the role?**

I applied for a Graduate Management Sales position through graduate recruitment company Pareto Law. I attended an assessment day in London, which included team exercises and a presentation explaining why I was the right candidate for Sales, to both Pareto representatives and potential employers. Upon successful completion of the assessments, I was approached by two Centerprise Business Unit Directors to interview for an opportunity at Centerprise.

**What development opportunities have you been given since joining?**

I have had immense exposure to all aspects of the business since joining. I've worked on both run-rate catalogue business as well as large projects. I've gained a huge amount of experience in the sales cycle, project management and customer relationship management. I don't believe I would have had this same kind of exposure in a large corporation.

**What do you feel you have learned?**

The responsibility given to me at an early stage has meant I've had to integrate into the business quickly. This has been challenging both in understanding how the Defence Business Unit operates and how Centerprise runs as a company.

I've learnt how to compose quotations, bid for Further Competitions, and manage customer orders from receipt of purchase order through to delivery.

Having come into this position without any real experience working in the IT industry I have had multiple training sessions with vendors to develop my understanding of the technology available to our customers.

**What is your greatest achievement at Centerprise?**

This is tough. It's a tie between being joint winner of the Chairman's 'Dragon's Den' competition and winning a contract worth in excess of £260,000 to deliver custom-built PCs to an important account.

**What's the best bit about working at Centerprise?**

The people and the challenges. There are excellent individuals and the comradery in our team is second to none. The customers I work with are very understanding of the challenges we both face and the projects they introduce us to are interesting.

**What is the working environment and culture like at Centerprise?**

The culture is friendly and the working environment is fast-paced. The work can be very demanding but it is balanced by supportive and kind colleagues.

**Where do you hope your career will take you?**

I hope to become experienced enough to manage a sales team.