

Data center sales executive- For Dell

1. How do you use communication in your job everyday? He is constantly interacting with his customers and trying to generate new business or create better connections with his current clients. He is constantly shooting out new emails to create opportunities with people. Once he finds an opportunity he will negotiate to find purchase orders. Gets them to verbally commit before he signs sometimes. Doesn't want people to feel like he is a used car salesman so he's not as worried about numbers and more about the story of why his product will help you.
2. What was your transition from college to your current job like? He started at dell and has been promoted twice since. Getting a job out of college was pretty easy because of connections through college. He wanted to sell something with upward mobility and complexity that would challenge him, and a young culture.
3. What's something you wish you knew about working when you were in college? The biggest thing he was wrong about is that he felt like he was super prepared. Nothing can prepare you for it other than just doing it. Real world experiences are the best, interacting with clubs and people.
4. What does your time schedule look like everyday? Is it too much or not a lot? He works online a lot so he is flexible when he eats or lifts or sleeps. Can be really easy or really hard depending on the day.
5. How often do you have to do public speaking in your job? Everyday, sometimes calls will be with 3 people a day.
6. What does communication online look like for you? Everything, especially with covid that's the business world right now.

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7. Is it tough to talk about your faith with people in your work? He's never done it or it has never been brought up. Although he has met some incredible people and built relationships with people that can lead to great conversations or even prayer groups. Time and a place for it.
8. What's the biggest challenge for communication in your work? Definitely being remote and getting a hold of people.
9. What was the world of internships like for you? His junior year he did an internship in Wichita. The specifics of the job didn't carry over but he learned real world experiences that he pulled to help get the job that he has now.
10. Do you ever get business done on the golf course? "I wish" That's the goal as he progresses and covid goes away.