

Daily Routine

Interviewer: Today, we are talking to people about daily routines. What do you do?

Prad: I am a senior solutions consultant for an Israeli company called WalkMe.

Vivek: So, I am the Global Head of Client Strategy for a company called Harness. We deal with data and insight across the world, but we try and make data fun predominantly. So, we ... what we try to do is help companies understand what their data can do and my role is going out and meeting clients, helping them solution and building strategy documents together. And then, effectively, bringing our staff into actually doing some work with them.

Anne: So, actually before talking about my job. I am ... I came from Madagascar to study in France and then five years ago, I joined my husband here, and start¹ working in London. So I work for a French company here called Invoke. I am doing some reporting, so I am ... business intelligence. I am building solution² for insurance companies and also for banks.

Jenny: So, I lead Customer Success for a company that works in fin—Fintech.

Kristina: Hi! So, I do Sales and Marketing at Invoke Software. My daily routine to generate³ new prospects negotiate on new ... new closing deals and also to promote our business here in the UK from the marketing prospect.

Interviewer: Describe a typical day at work.

Chris: Oh! I can say we never have a typical day at work. Every day is different; every day is varied whether we are even at the office or off on client site. So, it's PowerPoint building, data analytics, data science work. ⁴Varies day to day.

Prad: There is no such thing as a typical day in the life of a solutions consultant. We can be doing many things: meeting customers, discussing technical things. We can be in the office trying to complete technical documents for prospective customers. We can be doing ... playing around with the technology, learning more.

Jason: So, I suppose it is difficult to describe a typical day because, obviously there's⁵ lots of different things that happen but probably spend maybe two or three days in the office and the rest kind of on the road meeting customers. And I'm managing a team of seven people in the UK, but it's fairly varied, really depends on, you know the point of... where we are in the quarter and some of the things that are going on from a business perspective.

Kieran: So, it's my second week, so it's a little bit new. But effectively what I am doing is checking sales emails and having loads of phone calls with prospective clients and then building technology in order to suit their needs.

Baiba: I wish I could! There are ... definitely don't have a typical day. It's very much a...a very reactive role, very stakeholder led. Cos⁶ it's all about getting the right people and building the right team. So, it can vary from backfilling a role or there is a new requirement, all the way to actually having conversations with the team about their development. So it can vary from one end of the spectrum to the other.

¹ The correct form is "started"

² The correct form is "solutions"

³ The correct form is "my daily routine is to generate"

⁴ The correct form is "It varies from day to day"

⁵ The correct form is "there are"

⁶ The correct form is "because"