



# Helen Stewart

## Sales Director

your future matters

### Job title / brief description of what you do:

Sales Director - Calm Digital LTD - I manage the Sales Department for Calm Digital LTD, we're a web, software and SEO company based in Middlesbrough. Founded 11 years ago, we provide businesses with all types of digital solutions to help grow & improve their business.

### How did you get into your job, e.g. which route did you take - school/college/apprenticeship/other qualifications

I began my career in Engineering, having completed a-levels in advanced Engineering. I became a Production Planner for a company called Katmex based in Stockton. Wanting to travel I moved to London shortly after my 21st birthday and started a role in a Digital firm as a Digital Marketing Executive. I fell in love with everything Digital and gained knowledge and experience to work my way up to the position I'm in now. I've worked for various Digital Agencies in London and North East.

### What personal qualities do you need to do your job?

You need to be confident, knowledgeable, and personable for a Sales position. I love building long term business relationships with other companies. Growing your network within Business is very important, and having a good reputation delivering what you promise is a must. I always try to over-deliver and pride myself on excellent customer service, companies I still work with I have worked with for many years.

### Who has been the most influential person in your life for helping you to get where you are today?

The most influential person in my life in regards to my career has been my aunt. She has always pushed me to strive for more, shared her experiences and knowledge. It really helped my confidence in believing you can do whatever you set your mind to. In terms of mentor/business influence, the owner at a company I worked with for 5 years (Visualsoft) Richard Bendelow taught me a lot in terms of team management, how to deal with problems effectively, and increased my digital knowledge tenfold in the time I worked with him.

### What would you tell your 16 year old self if you could go back and give them some advice?

I'd tell my 16 year old self that anything you set your mind to is possible, choose a career that you're passionate about and you'll be successful in whatever you choose to do in your career.