

## JESS CAMPION



**Job:** Account Manager

**Company:** BAE Systems Digital Intelligence

As an Account Manager I am responsible for the relationship between the business and our client organisations. I don't just look at what the client requires today, there is a need to understand the landscape and horizon moving towards the future. This means that I can help the business to

prepare in order to successfully support the delivery of the clients' requirements.

## Spirited

## Empathetic

## Genuine

**The skills I use most in my job...** Building trusted relationships - it is vitally important that the client trusts me and the business in order to maintain and strengthen relationships and achieve successful outcomes.

- Bid writing - responding to client requirements and demonstrating a clear understanding of the ask whilst proposing a well structured and thorough solution.
- Finance management - ensuring that the numbers add up so that projects are viable and mutually beneficial.
- Organisational skills - the ability to keep multiple plates spinning is often a requirement of the role and this is made so much easier with proper planning and organisation.

**The most interesting thing I've worked on in my career so far...** I've had a varied career, I previously spent 20 years working across a number of areas in Law Enforcement so this is a tough one. I think one thing that comes to mind was when I had the opportunity to work in Canberra with the Australian Federal Police for a period of time. I spent time working on the 2020 Threat assessment and what threats digital crime in particular posed to the world. The whole experience was so interesting and the skills that I developed hugely valuable throughout my career.

**What inspired me into digital and tech...** As with much of my career I didn't necessarily go in to digital and tech consciously, I moved into it as a natural progression of my wider career. My previous experience in relation to the digital and technological aspects of law enforcement moved me in to this area and it was clear that there were so many transferrable skills that I had amassed that I could then apply in a different business area. What I will say is that digital and tech is an ever increasing business area and that there are so many careers available even for those who would consider themselves non technical.

**My educational background is...** I have 10 GCSE's, 5 A-Levels and a BA (Hons) Sociology but I believe the skills that I have learnt through exposure to different areas of work and relationships built through work have been the most valuable parts of my education. Educational background should not be a barrier to entry to this or any world of work. I am proud of the fact that BAE Systems recognises that educational background does not define who we are and is committed to diverse recruitments programs.

**What advice I'd give to girls thinking about a career in digital and tech...** To any girls considering a career in digital and tech my advice would be to go for it. There are so many varied career paths in this field that if you don't find the perfect fit straight away then you can continue to develop and progress until you do. This area of business has always been so male dominant that it can be off putting but the landscape is changing and the area progressing. It is such an exciting time to be in the industry and nothing ventured nothing gained!!