

## LILY NORMAN



**Job:** Sales & Business Development Apprentice

**Company:** BAE Systems Digital Intelligence

As a sales & BD apprentice I rotate around my organisation on 6-monthly basis. Our placements are frequently sales focused, whether that be directly supporting our account managers or supporting our central sales support functions. We work to develop our sales knowledge and skills whilst, aligning our objectives with the overarching strategies of our organisation to deliver strategic growth and business development.

Charismatic

Kind

Funny

**The skills I use most in my job...**Interpersonal Skills

- Public Speaking
- Organisation
- Strategic Vision
- Collaboration

**The most interesting thing I've worked on in my career so far...**I have been focused on developing

training in each of my placements to share my knowledge with others, this is important because it provides a platform to share valuable insight for new-joiners and it also, enables siloed teams to have greater exposure to the innovative work our wider business units are doing, fundamentally, these learning courses enable our people to develop their knowledge of what it is, we do. This encourages collaboration and leads innovation across the organisation.

**What inspired me into digital and tech...**I've always been fascinated by the industry and recognised at a young age that a career in digital & tech would be sustainable and have longevity due to the rising innovation and technological demands. I wanted to be apart of this journey and support digital growth.

**My educational background is...**I am currently in my second year, completing a business-to-business sales degree at Middlesex University. Prior to this, I studied A-levels in economics, business studies and English Literature. I was also, in a Young Enterprise programme during my first year of sixth form college as a HR rep.

**What advice I'd give to girls thinking about a career in digital and tech...**You should work in digital and tech because it's a rapidly growing industry with expansive career development opportunities. It's incredibly interesting and exciting to be apart of the behind-the-scenes to technological innovation and digital development, and see how that impacts the UK markets, and also, wider economies. It's also important to know, you don't have to be super data-driven or technical to enjoy this sort of career, as it's packed full of variety and gives you the mobility to find your niche.