

## NICHOLA ROSE



**Job:** Microsoft Alliance Sales Leader

**Company:** CloudGuard

My role is Microsoft Alliance Sales Leader, I am responsible for maintaining all partnerships across the business which allows us to cross over leads and opportunities within partnerships. I am also responsible for the sales team and ensuring targets are a priority focus to drive revenue within the business.

**Honest**

**Passionate**

**Ambitious**

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

- Initiative Skills
- Leadership Skills
- Work well under pressure
- Flexibility

**The most interesting thing I've worked on in my career so far...**My current role building a strategy and bringing my experience to grow a sales team and utilising previous experience from a wide

variation of roles to achieve this

**What inspired me into digital and tech...**I begin my career in the hospitality sector and worked my way up and into Sales. This has now allowed me to broaden my relationships and experience to step into a leadership role with the drive to move into a C-Level role. I enjoy problem solving.

**My educational background is...**School, College

**What advice I'd give to girls thinking about a career in digital and tech...**Go for it grab an opportunity even if you think its not what you want at that moment experience is everything and opens up many doors