SHANNEN WILSON

Job: Presales Consultant

Company: Hewlett Packard Enterprise

Provide technical solutions for customers in their data centres. I design each component of the customers data centre - servers, storage and networking following their requirements

Ambitious	Understanding	Inquisitive

The skills I use most in my job... Problem Solving - deciding what solutions best fit the customer and within their budget

• Listening - understanding what requirements the customer needs and being able to put it into practice

• Time management - ensuring tasks are completed in time to ensure the sales process isn't slowed down and there's no delay for the customer

• Communication - speaking with many people inside the business, as well as the customer, to collaborate and ensure the best quality of service for the customer

• Decision Making - ability to make the correct choice when choosing components for each part of the data centre infrastructure.

The most interesting thing I've worked on in my career so far...I worked on a project helping to create and design a Data Centre solution for a company that had planned a whole Data Centre refresh, many conversations were had and knowing that a whole data centre was designed by me 5 months into my role was an amazing achievement.

What inspired me into digital and tech... The world is becoming more digital and constantly changing. Technology is becoming more and more advanced and through my degree in psychology I gained an interest in Artificial intelligence and Machine learning, understanding these and using certain AI tools is now a part of my role.

My educational background is...11 GCSE's including English, drama, maths, science and IT. 4 A-levels in Business, Law, Psychology and Drama. 2:1 BSc in Psychology. Developed my confidence skills in speaking and presenting to people (which I often have to in my role) from drama. i also developed better people skills and understanding of others through my psychology degree.

What advice I'd give to girls thinking about a career in digital and tech... There are so many opportunities in digital and tech. The world is constantly changing but one thing that will remain is technology, it's a constantly growing industry and is creating new job roles all the time. Everyday is different in my role and I love being challenged.