

## SOPHIE DEES



**Job:** Client Manager

**Company:** GlobalLogic

My current role is "Client Manager" within GlobalLogic, a Hitachi Group company based in the UK&I. Primarily my role includes managing a portfolio of digital and technical programmes of work, marketing, and partnerships within a tier one bank. The purpose of my role is to manage the continuation of a work streams, building relationships and collaborations internally and with the client, with a focus of growth and customer satisfaction.

Welcoming & thoughtful

Organised

Ambitious

**The skills I use most in my job...**Account Management

- Technical Sales & Consultancy

- Marketing
- Relationship building

**The most interesting thing I've worked on in my career so far...**My career has primarily been around consultative selling, business development, marketing, relationship building with partners such as Google, and Microsoft. However, the most interesting part of my career was the involvement in purchasing a start-up business, with an MVP product, developing this product with a small team and going to market. This product was an application which helped prevent child grooming, sexual attacks, and suicides for children in foster care.

**What inspired me into digital and tech...**Originally I did not plan a technical career, I entered into the industry as a Sales Administrator. I attended many meetings, grew a passion for software, applications and how technology was changing the way we worked. The passion only grew overtime, and I began to self-study, obtain a series of skills and created a plan for my career. Then finally my little brother (seven at the time), instead of wanting to become a footballer or famous TikTok star, told me he wanted to do what I did, this only encouraged me to dig deeper and to unlock my full potential.

**My educational background is...**Throughout the first nine years of my career, a lot of my skills were self-taught - sales, account management, technical understanding, website development and many more. During this time, I also obtained a marketing degree within the digital marketing space through CIM, and now have multiple certifications with the leading CSP providers such as Google, Microsoft and AWS.

**What advice I'd give to girls thinking about a career in digital and tech...**Although originally thought of as a male dominant industry, the technical industry is a sea of opportunity. The vast range of roles, skills and experience you can obtain is endless. The digital landscape is forever changing and will be the future of the way we work each day. The opportunities to shape the technology of tomorrow and unlocking unlimited potential of the digital world will be an exciting, impactful and memorable career.