

## TRACEY WOOLLEY



**Job:** Central Government Sales Director

**Company:** 6point6

I work with some of our large Central Government customers on IT transformational projects. 6point6 drive the right change in an organisation through the positive impact of technology. Leading with strategy, design and architecture, we connect cloud, data, and cyber to engineer and deliver large-scale, complex transformations across public and private sectors. We help our customers realise the value of their business strategy, allowing them to engage in a more meaningful way.

Focussed

Happy

Determined

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

- Empathy
- Organisation
- Tenacity

**The most interesting thing I've worked on in my career so far...** I have worked with so many really interesting customers but one that really stands out was delivering a large scale infrastructure transformation to a key Central Government department. We were delivering a brand new technology stack and all of the services and training required and had a very small window between change freezes and support expiry to deliver. We achieved it to time with non major issues.

**What inspired me into digital and tech...** I am a good communicator, listener and I like solving problems - sales was a logical fit for me. I was really interested in technology but hadn't had the opportunity at school to learn about it.

**My educational background is...** I don't really have an academic background as such and left school after only completing a couple of exams I knew that I was really interested in the very new field back then of technology and IT and also knew that I was a good communicator and problem solver. IT Sales was a very logical step for me and because it was all new back then I managed to enter my career without needing too many qualifications.

**What advice I'd give to girls thinking about a career in digital and tech...** Be determined and focussed on your goals, go to events like career fairs and open days. If you can find a mentor who working in your chosen area. Get to know the sector and look at all the options that may be open to you for a career in tech. Don't be afraid to follow a path to a career in tech - there are so many options that you will find something that works for you.