



Aimee Duncan, Business Development & Sales Graduate

What has been your career journey so far?

Throughout my university career, I worked in financial services, answering general banking questions. I was then able to expand my skills and knowledge base in order to work on more complex inquiries such as mortgage and loan applications, underwriting, and arrears. Unfortunately, I discovered that there was insufficient progression in that area, to allow me to meet my goals, once I graduated from university, and that is when I decided to join Ipsum's graduate programme, seeing the enormous potential and transferable skills I had already acquired.

What course are you studying?

So far, I'm really enjoying the graduate programme. Since January, I've noticed an improvement in my creative abilities, and my knowledge of the utility industry has increased significantly. Despite my graduate status, I have been given responsibility for a variety of tasks, which I am grateful for because it has boosted my confidence. I'm looking forward to my six-month catch-up with my line manager to learn more about my role.

What does your role involve?

My role entails actively seeking new business within the Power and Water sectors. Additionally, I collaborate with the other graduates to curate and plan content for Ipsum's Twitter account.



What is your favourite part of the job?

My favourite aspect of working for Ipsum is the opportunity to work in a variety of different departments. For example, while my primary role is in sales, the Business Development team have enabled me to take on additional responsibilities within the Marketing and Business Development department.

How are you finding Ipsum?

I've only been at Ipsum for a short time, but it's been a very enjoyable experience. I visited the Chorley headquarters, which was fantastic. Everyone is extremely approachable and friendly, and there are other graduates with whom I can have open discussions. I'm looking forward to the future and the opportunity to advance my career with Ipsum.

Would you recommend Ipsum?

Definitely. Everyone is always willing to assist, and I have gained so much knowledge in such a short period of time. I'm looking forward to assessing my knowledge and skill set at the conclusion of my two-year graduate programme.