

A Day in the life of...



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Senior Account
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MY ALARM GOES OFF...

My alarm goes off at 7:15am but I usually get out of bed at 7:30am. I then take a shower and get dressed in smart casual wear for work, which may be a smart blouse and pencil skirt or black trousers. I always make sure to have breakfast before I leave, typically a bowl of oats with honey. I'll then leave the house at 8:20am and get a seat on the London Overground to Canada Water. Most mornings I have to wait 10 minutes in a queue at Canada Water Station to get on the packed Jubilee line for one stop to Canary Wharf and finally make it to my desk for 9.00am.

I'M RESPONSIBLE FOR...

I'm responsible for managing the relationship with Bureau van Dijk's consultancy and corporate investigations clients in the UK. The main focus of my role is help support our clients use our company information data products and also sell our data into other departments. As this is a sales role, my key priority is to retain existing revenue of £1.7 million and make new sales of £425,000

this year. I have also started mentoring a colleague at the start of 2020, and wish to move into a management role in the near future.

I GOT MY JOB...

I got my job at Bureau van Dijk (BvD) in December 2016 as an Account Executive. Prior to this, I was studying a 4-year degree in Neuroscience at King's College London. After completing my degree, I was initially intending to do a PhD in Schizophrenia Research, however, I wanted to learn more about the field of business and was not quite ready to commit another 4 years to studying. As such, I applied to junior sales roles and landed an interview at BvD. It was tough for me convince the interview panel I was serious about the career change but 3½ years on I've progressed in my role, and I'm still here.

AT SCHOOL I STUDIED...

The subjects I studied at school for GCSE were English, Maths, Sciences, Art, Product Design, Geography, Spanish and IT. For A-Levels I studied Biology, Chemistry, Product Design and Maths. I chose these subjects because they were what I enjoyed most at school, and because I wanted to either do either Product Design or a Science subject at University. These subjects do not relate to my current role, and I've had to learn about business and finance whilst on the job. I would not change this as I have a broader understanding of various topics and it

keeps me learning every day.

MY TYPICAL DAY...

My typical day in the office starts at 9am with a cup of peppermint tea. I will usually start working through emails and my to do list which helps focus me for the day. As I'm in a sales role, I will also spend some days of the week travelling around the UK to meet clients and provide training on our solutions. Most days I organise my time using my diary, where I schedule calls or meetings with clients, internal meetings and time for planning and emails. For lunch, I will try to bring cooked food from home or eat the healthy hot meals from our work canteen, Foody's.

THE KEY SKILLS I USE IN MY JOB...

The key skills I use in my job include communication, listening and time management. In a sales role, communicating effectively with clients and building rapport is essential to be able to build trust. Also, listening to the client's needs and understanding how to help them is also fundamental. There are so many

tasks to coordinate with a sales role, including presentations, meetings, calls, emails and product knowledge which require good time management skills to ensure you can achieve your goals effectively. All these skills are required in everyday life and I've developed them by consciously setting expectations and practicing.

THE BEST PART OF MY JOB IS...

The best part of my job is getting to meet new people and help them with their challenges. I enjoy solving problems and thinking of new ideas and solutions. There is a lot of flexibility in my role and I take ownership of my client accounts which provides a sense of entrepreneurship. I also appreciate my colleagues who are continually helping me grow.

THE WORST PART OF MY JOB IS...

The worst part of my job is the pressure of achieving my sales targets. Although this can motivate me and ensure I stay productive, it can also make me feel anxious and stressed. I manage this by taking a step back and remember all the positive achievements I made throughout the year, regardless of their significance. I also practice mindfulness meditation or exercise to help my brain balance the stress and focus on keeping positive.

MY ROLE MODEL GROWING UP WAS...

My role model growing up was and still is my mother. She taught me the importance of believing in yourself and that if you put your mind to anything you can achieve it. My mother worked a full-time job whilst also caring for our family and

ensuring we stayed happy and healthy. Her inspiring nature has motivated me to achieve my goals and make her proud.

AFTER WORK...

After work I usually travel home on the London Overground and get back at 6:30pm. Some days I will go to the gym for an hour and get back at 7:30 instead. I like to cook in the evenings and like to make curries, fajitas and prawn linguine. To relax I will usually meet my friends for dinner or go for drinks after work. On other days I will stay at home and watch a Netflix series. Most nights I will get ready for bed around 11:30pm and go to bed at 12am.



MY PLAN B...

As mentioned previously, there were a few different paths I almost took. I most likely would have pursued a career in medicine, neuroscience research or product design. I'm still at the early stages of my career and intend to combine my sales skills and interests in the future and look to one day run my own company in the neuroscience and design field.

