

NAYLOR*Made in the UK*
Excellent Construction Products

Women in Manufacturing

What is your role at Naylor?

I am a Regional Sales Manager for Naylor Plastics. I'm responsible for account management in my area. I look after customers both existing and new.

How did you come to be in your role at Naylor?

I started my working life in administration and moved on from there, I have been fortunate to work in different organisations that offered me the opportunity to develop and gain experience in different disciplines. I have covered procurement, project management, account management and sales which have all helped give me a good grounding in business allowing me to work effectively for Naylor.

What is the best part of your job? What do you enjoy most?

I enjoy being with customers – the thrill of succeeding, chasing down an order and seeing the results come in. I enjoy being able to work with the business to change things and be able to develop our market. There are a lot of different areas to this job and it's always nice to learn new things.

What makes you able to overcome any challenges you might face?

You've got to be realistic. Be big enough to stand up for yourself. Just be honest and open and work confidently.

Women are generally under represented in the manufacturing and engineering industries – how did you succeed in the field you're in?

Confidence, it's key. When you sit with a customer, you have to articulate

Julie Lester
Sales Representative



Interview

yourself very well otherwise they will not buy from you. Customers need confident strong people who help lead and support a partnership approach to success.

What message would you give to a young woman who is starting in the manufacturing/engineering industry?

Stick at it and have a good strong mentor. Somebody who challenges your learning process, identifies both your strengths and weaknesses and will support you. Some people think it is a weakness to ask for help, it's not. A really good mentor will harness your strengths, identify a number of



different fields for you, then you can choose a path for yourself and strive for it.

You can find out more about careers at Naylor here <http://www.naylor.co.uk/careers/>

Be Bold for Change - <https://www.youtube.com/watch?v=sLbScXkzeBY>

NAYLOR
INDUSTRIES*Made in the UK*
Excellent Construction Products**NAYLOR INDUSTRIES**
PLCNAYLOR HOUSE
VALLEY ROAD, WOMBWELL
BARNLSLEY S73 0BS
SOUTH YORKSHIRE, UKTEL: 01226 444350
FAX: 01226 444380
EMAIL: CAREERS@NAYLOR.CO.UK
WEB: WWW.NAYLOR.CO.UK