

Alex Walsh Celsius Case Study

From University to the Working World

See why Alex Walsh, a Celsius Graduate comments, “Celsius recognised the potential I had. They saw my capabilities and my merits and they put me forward for a job that I really wanted and helped me to get that job!”

Alex also says, “If you don’t know what to do after university, Celsius will help you. In the role Celsius found for me I have the opportunity to learn and progress and make my mark. Celsius can help you too.”

Alex Walsh graduated from Liverpool John Moores University in 2012 with a degree in Broadcast and Media Production. Like many graduates, Alex was not sure what he wanted to do in the long term, but he had bills to pay, so finding a job was top priority. Therefore, Alex posted his CV online hoping to find a graduate role and took a job waiting tables in a restaurant to make ends meet.

Alex did not expect to be contacted so quickly. However, a few days later, a Consultant at Celsius Graduate Recruitment called him and interviewed him on the phone. Alex enjoyed the interview and felt it was just like a chat. Afterwards, he was pleased to be told that he had passed the interview and he was invited to a Celsius Graduate Recruitment Day.

On the Celsius Recruitment Day Alex left Tenby in South Wales where he was living at 4am to borrow a suit and shoes from his Aunt’s house near Manchester. Much to his dismay, when he arrived, his suit was not there, as his cousin was wearing it elsewhere. So he borrowed a shirt, trousers and a pair of shoes. None of the clothes fitted him properly and the shoes were size nine, although Alex is a size eleven, but he squeezed the shoes on and hobbled off to the Celsius Graduate Recruitment Day.

To make matters worse, when Alex arrived, all the other graduates were wearing suits. He felt scruffy and self conscious and his feet were killing him in the size nine shoes. However, this was his chance to land a fantastic graduate job and he was determined to carry on.

Stepping Into a Successful Graduate Career

The day began with all the graduates introducing themselves and giving brief presentations explaining their qualifications and career aspirations. Alex relaxed and began to really enjoy the day. Everyone was warm and friendly and the atmosphere was upbeat and exciting.

The Celsius team guided the graduates through problem solving exercises that showed individual personalities and how the graduates worked with others. The graduates were all also given an overview of Celsius’ ISMM (Institute of Sales & Marketing Management) Endorsed Sales Training, interview tips and advice on handling professional situations.

As the day progressed, Alex had a one to one interview with his Celsius Consultant and another member of the Celsius team to see if he was suited to professional sales and if this was a viable option for him. Alex said he would love to find a sales job with the right company. He explained his shabby appearance and they laughed and joked about it which was good even though his shoes hurt like hell!

The Celsius interviewers were impressed by the way he had handled the tasks, the presentation and the interview. Also by the determination he had shown by squeezing his size eleven feet into size nine shoes and wearing them all day! They told him that they would take him on as a 'Celsius Graduate' and they discussed his circumstances and the type of job he was looking for.

Alex explained that he was living in Tenby but he wanted to move to the Manchester area. This was not ideal for finding a job in Manchester as it was a four and half hour journey away, but the Celsius team assured him that they would do their best to accommodate his requirements and they would be in touch soon. He left feeling elated knowing that he now stood a very good chance of finding the graduate job he wanted.

Celsius Offers a First Class Graduate Opportunity

Later, his Celsius Consultant contacted him to explain that AppSense had an Inside Sales Representative role that was very suitable for Alex. The Consultant gave him background on the company and explained the role in detail. Alex was delighted and he eagerly agreed to attend the interview. The Celsius Consultant stayed in regular contact and helped Alex to prepare for the interview by giving him additional information, advising him on what to research and how to handle the interview.

On the day Alex had to leave Tenby at 4am to travel to Warrington for the interview at 11am. He thoroughly enjoyed the interview which gave him the opportunity to find out more about AppSense and the role. Afterwards, he was confident that he had handled it well. His Celsius Consultant called him on his way back to Tenby and gave him good feedback from the interview and told him he would be called for a second interview soon.

Alex waited with keen anticipation until AppSense were ready to see him again, hoping that he would be called for another interview soon. His Celsius Consultant stayed in regular contact and kept him updated on the interview process and gave suggestions on how to handle the second interview. Alex found these regular updates and advice really helpful as he researched and prepared for the next interview.

Four weeks later, Alex was called for a second interview; this consisted of doing a presentation on AppSense as a company and the services they provide. He was nervous initially and the interview was a lot more in depth. He answered the questions as best he could and explained his future plans and ambitions. He was absolutely delighted to be told by his Celsius Consultant later that day that AppSense had offered him the job!

Having graduated in 2012, Alex has now progressed from an Inside Sales Representative at AppSense to Inside Sales Representative for Nordics to Nordics Internal Partner Account Manager in twelve months.

To find out more about Celsius Graduate Recruitment, please contact:

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