Ben Latham, 2001

What Career are you in, and what sort of things does this entail?

Software Sales, working with clients to help solve their issues from making production more efficient to increase profits or decrease energy use and improve sustainability.

What inspired you to go into your chosen career?

It's a massively growing industry and also really delivers value to businesses.

What advice would you give to anyone interested in working in your career area?

Be interested and always ask questions. Even better study Artificial Intelligence and understand politics and what businesses are interested in showing to their shareholders - which has altered significantly in the last decade.

What do you know now, that you wish you'd known when you were leaving Malbank?

I wish I'd known that applying myself more at that age would of made a difference to my career, the speed I could of got to where I want to be, instead I have done jobs right from data input to supporting sales to learn a trade so t speak. If I'd of continued in business studies through A Level I could of studied further whilst at work. Lack of top grades at A Level (I did OK) made the path harder.

If you would like to get in touch with Matt to find out more about careers like this, please contact Mr Batty in the Sixth Form Office, or via Teams