

I LOVE MY JOB!

Regina Ellis, Head of Proposals, Wates Construction, London



Wates

- **Where did you go to school?** Czech Republic
- **What path did you take to get to your current position?** I started as a receptionist and followed in the footsteps of the sales people I supported. I was totally mesmerised by their ability to talk to their customers and solve problems.
- **What subjects did you study?** I took A levels in History, Philosophy, English and Czech
- **How many jobs have you had, and can you name them?** This is my 14th permanent job. I love change!
- **What school subjects link to your career?** I really enjoyed studying literature and story-writing, which is exactly what I do now for living. Bidding and tendering for work is nothing more than being able to tell a good story.
- **A typical day in your current role looks like:** Receiving a competitive tender that I read to make sure it's in line with our business plan; allocating jobs to my team who all possess different skills (from admin, bid writing and desktop publishing to social media and digital platform design); supporting my bosses with their future strategy agendas; preparing presentations and solving problems.
- **What skills do you use daily, that you learnt at school?** Working in a team. Nobody can win anything alone. Giving and getting feedback.
- **What is the number #1 piece of advice you've been given that helped you with your career choice?** Never give up! Which is what my boss told me when I questioned myself. This is why I signed up to Open University and worked very hard to prove that I can do so much more than being an administrator. I now have a Master's degree in Business Administration and currently studying for another – Master of Science in Marketing.
- **Where do you see yourself in 5 years?** On the senior executive board. Only the sky is my limit.

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- **What is the average salary for this role?** £70 – 120k
- **If you could have done anything differently on your career journey, what would it be?** I would be more patient. Everything has its time so rushing into things does not always work out.

Why do you love your job?

I love the company, it's culture and the variety my job offers. One day I can be working with our project directors on the building site, the next I am speaking to potential clients. It's never the same and I am never in one office for long. I love the fact I am empowered, and my line manager believes in me.