

Stacy Caunt
Sales Advisor

"What I do involves a lot of account management. Once I've sold to a customer, I take them through the whole transfer process up until the first bill. We're on the Formula One sales floor, which is on the ground floor. Each team has a different name, like Jaguar, Ferrari, McLaren, Williams, Benetton. It's just to individualise each team, and to encourage friendly competition. I'm very competitive."

Motivation makes a difference "Self motivation is important – and you should enjoy talking to people. A lot of the time, customers say they don't actually just buy from the company, they buy from you. That's where I get job satisfaction. It's my job to build up rapport and a relationship with the customer. I get to talk to so many different people every day."

A setting where teams matter "Working on a sales floor, each individual team might have their own ideas, and they share those practices. Not only that, if there's an opportunity for other team members to come and have a look the result is more knowledge and more ideas for everyone."

Prospects you can count on "E.ON's a brilliant company to work for. There are plenty of career prospects and training on offer. The managers are also supportive and push you as much as they can."

"I can save
customers money...
and that brings me job
satisfaction."

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