



My Working Day



My Working Day as a: Senior Director, Strategic Development

Organisation: HBOS

Type of organisation: Bank

Subject of study: BA Business Studies

Job title: Senior Director, Strategic Development.

Job type:

In which country are you currently working? UK & Western Europe

What does your job involve?

Identifying and developing New Business opportunities in Europe and North America.
Running major strategic change programmes in Europe and North America.

My typical day:

Today

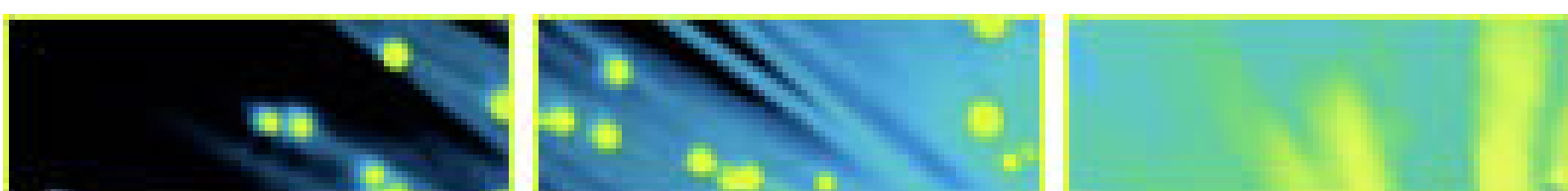
0715 Fly Heathrow to Berlin

1100 Arrive at the Berlin office, Bi-weekly Programme Management meeting with programme managers to track progress of major initiatives. Review progress of specific work streams where additional focus is required. Conference calls with senior Stakeholders in UK to report on progress against plan and track major risks/issues.

Final conference call at **1800 - 1900** local time for cross-company initiative.

1900 Drop bags off at hotel and out for dinner with Berlin team.

0800 Flight back to London for the next morning meetings in the City.



Three things that I like about my job:

(1): The variety, I'm involved with several simultaneous initiatives across Europe and North America. I enjoy the travel and also the diversity of the responsibilities I have. In the last 6 months I have worked in Madrid, Amsterdam, Berlin, London and Edinburgh. I am normally away for 3 or 4 nights each week as it's necessary to develop relationships with the European teams which can only be done face to face.

(2): Also the opportunity to personally make a difference, it's a tough time for Banking at the moment but even so I have the delegated authority to make the decisions I think necessary.

Three things that I'm not quite so keen on:

(1): I enjoy it all; life's too short to be stuck in a job you don't like.

Key points in my career development to date:

Graduated LJMU 1993. Operations Director NTL 1999 to 2001. Head of Performance Improvement (Change Management) at O2 2002 to 2007. Post-grad studies at Institute of Management Development (IMD) in Switzerland 2007. Moved to HBOS Oct 2007.

What I wish I'd known when I was a student:

Work hard, make good friends and stay in touch with them.

Tips or advice for those looking for jobs:

Develop your network - a high proportion of jobs are not advertised; send speculative letters but make sure your CV and letters are tailored to each job you apply for.

Think about the questions you will be asked at interview and develop answers to them, write them down and re-visit them after each interview.

Add the questions you found difficult and the answers you should have given.

Try and present yourself as a rounded candidate, employers are looking for people who share the same values - you can always learn the specific skills. Team working and communication skills are vital in all roles.

Be yourself; the interview process is a two-way process, if you don't get the job then it probably wasn't the right role for you.

