



## My journey.

Having previously worked in a trainee adviser position before starting my role with Para-Sols 4 years ago, I had an interest in this industry. I knew I loved building relationships and helping people find solutions that would benefit them - I'm not totally sure why, but I just didn't want to get into an advisory role! When I found a business development role in a financial services company, it just seemed like a great fit.

I joined Para-Sols as a small business in a growth phase as the first member of staff to focus on building the business and looking after clients. In my first few years here, the focus was on growth and implementing our trainee program, The Grad Scheme, which had allowed Para-Sols to grow and keep up with demand from our wonderful clients! One of the things that I love about working here is that it is always growing and evolving - and over the past two years, I have become part of the management team and headed up business development to launch our sister company Apricity.

From a career point of view, it's a good challenge to take on new responsibilities and learn a new area of the industry - I knew very little about compliance a few years ago! It's also great to be part of a group of companies that are passionate about moving the profession forward.

## My top tip. .

If you are looking to get in a career in financial services, then my top tip would be to seriously consider your skillset before deciding what role would suit you. I work with Paraplanners and Compliance professionals every day and I just don't have the attention to detail or attention span to do the work they do. I love variety in my day, quick tasks, and to chat! It might seem like the natural progression for someone with those traits to get into advising but there are so many great support services providers out there to offer careers to those who love to work to targets!

VITAL  
STATS

Age:  
31

Qual:  
B.A (Hons)