

## Carole Hemsley - Profile

I am the Account Manager at Monk Marketing Partnership Ltd. I supply promotional merchandise, corporate clothing and incentive gifts to clients all over the South East.

I prefer a 'no pressure' approach, giving clients time and space to consider options and, if necessary, gently pointing them in the right direction without adopting a pushy attitude favoured by so many of my competitors.

We all feel the need to express ourselves, be that through the things we say or the things we do. At Monk Marketing we recognise that businesses are no different. My 'human touch' approach, blended with my ability to get the most competitive prices for my clients, is something clients tell me they find refreshing, and somewhat unique.

I am also fortunate to work for a company that encourages and adopts this approach, and therefore am able to work to the best of my ability feeling 100% supported. From a sales standpoint, feeling comfortable in one's role and believing in the quality of one's merchandise is key.

My approach is proving to be successful, and long may it continue.

But hey, no pressure!

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