

Richard Rhodes adds the University of Nottingham account permanently

Since Alex Hall went on Maternity Leave 8 months ago, Richard Rhodes has been looking after the Nottingham University account and from June 2010 he will take over the University of Nottingham permanently. His seven years at SLS have taught him a lot about the specialist needs of the further education sector, especially his work with the university's neighbours Nottingham Trent University.

Alex Hall had been managing the account for the past 3 years, with Richard supporting her during holidays. Customers have all praised the seamless transition between TSMs and have welcomed Richard's support. The new arrangement means Alex Hall can focus all her attention on the Sheffield accounts on her return in October 2010.

Having joined SLS in 2003, as a sales coordinator, Richard Rhodes quickly rose up the career ladder and was promoted to a senior sales coordinator. His ability to manage his time and workload effectively, combined with excellent customer relationship management skills meant he was soon ready to take on a new role in field sales.

He was offered a TSM role in 2007, and has covered mainly industrial, food, hospital and biotech accounts in the Nottingham and Derby area for the last two years. During this time he has also been managing Nottingham Trent University and appreciates the unique requirements of the further education sector.

Richard Rhodes says "I have worked with the Nottingham University accounts for a number of years and have built up many strong working relationships, so I'm really looking forward to becoming the full time TSM."