

December 2023

ALUMNI OF THE MONTH



Mike Hodges

PROFILE:

- .NAME: Mike Hodges
- .JOB: Junior Bid Manager
- . YEAR left STM: 2017
- . Subjects studied at A LEVEL:
Business, History, General Studies and PE
- . University of Bournemouth:
Business Studies with Finance

I left Tommy More in 2017 after Sixth Form and went on to study Business Studies with Finance at Bournemouth Uni.

My time at Bournemouth taught me loads but I found my industrial placement year at Hewlett Packard Enterprise (HPE) particularly valuable. During this year I lived in Reading and held a project management role, focused on improving employee engagement across the UK & Ireland. Whilst performing my role I also got a lot of exposure

to the sales organisation, which sparked my interest in sales and the types of roles within it.

Returning to uni and knowing I wanted to work within sales, I started applying for roles during my final year. My first role was as a Sales Analyst at Mercer Marsh Benefits (MMB), which mainly involved generating leads for the Sales Professionals in my team to pursue. I recently left MMB and now work for Benify as a Junior Bid Manager. I'm still very much getting to grips with the job but I'm really enjoying it. Plus, I get to visit the company's HQ in Stockholm every now and again too which is a great perk!

I'd love to help students wherever possible so please feel free to get in touch if you would like to chat :)

