

# MICHELLE ENGELBRECHT

SENIOR L2Q ACCOUNT EXECUTIVE CAPE TOWN



**How long have you been with L2B ?** Started in Feb 2014 as an Accounts Executive, Was Promoted in August 2019 to Senior 2Q Accounts Executive and Relocated to Cape Town in August 2020 to grow L2B in the Western Cape. I have won 7 Top Sales awards in my career at Leads 2 Business and love what I do.

**Give us insight into your day to day?** My day consists of providing training on our Private Projects, Government Tenders and Leads 2 Quotes services. Meeting new Prospective clients and servicing our existing L2B client base.

**What do you enjoy most about your job?** Assisting companies to target specific sectors (Private or Government) to source new work and seeing the Tender process through from where a Main Contractors will Tender and win a Project to a subbie receiving his first RFQ and assisting them step by step.

**What is the best career lesson you've learned so far?** That hard work, persistence and dedication does pay off.

**What is your biggest achievement to date?** I would definitely say winning 7 year running Top Sales, CEO Award in 2016, Most improved in 2015.

**Highlights from your time with L2B so far?** My highlight would definitely be receiving the CEO Award and relocating to the Western Cape.

**Three words to best describe you:** Motivated, Target-Driven and a Team Player.

**How do you define success?** Working hard and try to see the positive in any situation.

**What gets you out of bed in the morning?** Sales is a mind set and what you make of it everyday. My first thought generally is "What can I achieve today"

**What do you like to do when you aren't working?** Oh that's easy, Camping, fishing and spending time with family, We are a big family and having everyone around participating in outdoor activities.

**What's the most interesting trend you see today?** That social media & digital awareness is still growing everyday.

**Do you have a favorite website/blog/app?** Love Spotify and Shazam. Found the Entertainer to be very useful.

**Favourite song:** Lady by Brett Young

**Favourite movie:** Grease

**What did 2020 teach you?** That nothing is permanent and you should grab every opportunity with both hands when they come your way.