

ASHLEE HENNESSY



L2Q ACCOUNT EXECUTIVE

How long have you been with L2B? I have been with L2B for 6 years as of April 2022, I am an L2Q Account Executive so I deal with both subcontractors and main contractors for new business sales. I ensure constant support is given to my current clients at all times and to keep my active clients happy. I started at Leads 2 Business in April of 2016, since then it has been a great experience pushing hard in everything I do and moved into the Leads 2 Quotes department in September 2020.

Give us insight into your day to day? Day to day, is getting up early and switching on my laptop where I attend to any emails received from the previous evening, ensure all my appointments are loaded on site and hit the road. I am on the road before 8:00am every morning on my way to either a new client appointment or set my day out to go through and see existing clients to ensure if there is any training needed or if they need any assistance.

What do you enjoy most about your job? I enjoy the relationships that I develop with my existing clients, it is always nice to arrive at a clients office and you are welcomed with some coffee and a chat, clients are happy with the platform and rave about us is always a bonus!

What is the best career lesson you've learned so far? Patience is a virtue, this I learnt quite quickly in my early years at Leads 2 Business with new clients and getting sales in, being calm in meetings and ensuring that I sell myself to potential clients as well as the Leads 2 Business platform.

What is your biggest achievement to date? I sold the very first API to a client back in 2019 which gave me more fuel to keep pushing. Welcomed a healthy beautiful baby girl in January 2022.

Highlights from your time at L2B so far? For 5 years running I have reached my yearly target! This has made me push even harder each year so I do not break that cycle..

Three words to best describe you: Fun, Extrovert, Talkative

How do you define success? "Success is a journey, not a destination, the doing is often more important than the outcome"

What's something most people don't know about you? I Played provincial soccer while in school.

What's the most interesting trend you see today? The increase in the ways other countries are moving away from banks and hard cash to crypto-currency.

How do you balance your career and family? Put all my effort into the work I do ending off my day successful relays that success to my family and when I get home all my time is then spent with family.

Favourite song: Prince - The Most Beautiful Girl in the World

Favourite movie: Warrior

What did 2020 teach you? Life can really change in a blink of an eye.