

GUDRUN ANKE

ACCOUNT EXECUTIVE



How long have you been with L2B and what do you do here? I've been with L2B for ten years now. I can't tell you how much I have learned about my position as account executive through the years. The art of selling is truly a psychology unto its own and with the amount of people I have met over the years its given me such a great opportunity to master the art of truly understanding what people may be feeling with minimal communication feedback but relying on gestures, body language and voice pitch. This has really assisted me in my sales angle. I have developed so much respect and appreciation for my co workers and management and through the years have indeed developed a strong sense of belonging to an awesome team of people. I feel that I can lean on my team and trust them to work with me.

Give us insight into your day to day? A typical day would be arriving at my home office at 8:00 (yes the privileges of working from home} but don't get me wrong, it doesn't mean you arrive in your pajamas. Anything can happen, so I need to ensure I'm "client ready" by 8:00 am. I usually work on my laptop for about a half hour, running through emails and correspondence, then its off to my first appointment. Appointments usually continue throughout the day from CRM's to training and first appointments with clients.

What do you enjoy most about your job/L2B? The interaction with my clients and also the varied tasks at hand from administration, sales and training.

What is the best career lesson you've learned so far? When you're happy, stay.

What is your biggest achievement to date - personal and/or professional? Overcoming a personal battle and being able to let it go and leave it to the Lord.

Highlights from your time at L2B so far? Our year end functions are the best in the world. Our team building functions have been inspirational. Our Golf days are spectacular!

Three words to best describe you: Confident, Assertive, Kind

How do you define success? When you have defined your purpose in life and have succeeded at it.

What gets you out of bed in the morning? So many things to do and so little time!

What do you like to do when you aren't working? Spend quality time with my daughter.

What's something most people don't know about you? If I could live in the Victorian era just for the sake of wearing those beautiful dresses, I would do it now.

What's the most interesting trend you see today? Doctor Martins! I wore them when I was a teenager and it was seen as a crime. Its fashion today!

Do you have a favorite website/blog/app? Facebook

Favourite song: Jenkins - A Mass For Peace

Favourite movie: The Chronicles of Narnia: The Lion, the Witch & the Wardrobe.

What did 2020 teach you? That the common idea of truth is often very much far removed from reality.