

Staff Case Study

Name: Samantha Jennings

Job Role: Internal Sales

Where: Tunbridge Wells



Samantha joined Covers in 2011 having previously worked in a similar role for three years.

What does your job involve?

My role is sales focused, which means I spend most of my time talking to customers and suppliers. This is great as I love building relationships with people and really taking the time to understand what they need and how I can make sure I get the best possible price for them.

I have to be extremely organised in my role, as I am often preparing quotations which involves dealing with numerous different suppliers and customers at any one time. I always enjoy it when customers come into the branch and I get to meet them face to face. Meeting new people is one of the best parts of my job.

Why do you love working at Covers?

Covers is an independent family run business, and that's really apparent in the way the team here is treated – I'm not just a number and always feel a valued part of the team.

There is also regular training available so I can improve and hone my existing skills and they offer a fantastic bonus scheme, including a staff discount.

I'm always learning something new and no day is the same. I can't imagine myself anywhere else.



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