

Tom Randall, BSc Geography



I graduated from the University of Birmingham in July 2010 with a BSc in Geography, and the following month I joined IBM as a sales graduate. I had always been interested in technology and business, so this led to me undertaking a pre-university placement year with IBM during my gap year between school and university.

The sales role I have within IBM is as a client manager/account manager where I act as the single point of contact for a client, overseeing the numerous parts of IBM and being the main interface between IBM and that client. The role is really interesting as you get to understand your client's business and strategy in order to recommend appropriate IBM solutions, products and services to meet their needs.

There is a common misconception that to work within business and/or the corporate workplace individuals are required to have studied business, economics, etc. However, IBM does not limit applications, so any degree discipline is acceptable for the majority of roles offered, and because of the graduate training scheme it is always tailored to one's needs.