

# EMPLOYEE CASE STUDY

**Name** Peter Rhodes **Current Role** Business Development Manager

## Autoclenz Journey

Peter Joined Autoclenz in 2007 from a previous career as a Driving Instructor covering Teaching, Management and Recruitment. His love of meeting new people encouraged him to apply for the BDM role with Autoclenz and during the last 12 years Peter has covered the Northern Region and more recently the Midlands Region too.



### Internal Training completed

The Autoclenz eLearning programme has helped me to gain a greater knowledge of things such as the 2015 Modern Slavery Act. Not all potential customers I meet are aware of their responsibilities in regards to their supply chain. I have also completed courses on various H&S topics plus other bespoke courses to further develop my knowledge.

### What is the main attraction for you staying with Autoclenz for such a long period?

From day one I was made to feel welcome in the company, you are not just a number and this was shown following early success in the role when I received a call from Grahame Rummery our CEO saying what a great job I was doing, this was unexpected and immediately made me feel I had made the right choice. Other factors include the company having an understanding of you as a person and recognising that, occasionally, life outside work can impose on your job and therefore flexibility to work around any problems are well received. A big part is who you work with daily, all Account Managers have been very supportive in my time and the Regional Managers that I speak to daily are key to the working day. The Sales Director, Martin Peters, knows me only too well and by now can second guess how my day has gone by the way I answer a call and support from Lucy Duggins to the Sales Team makes the job great fun! I was initially interviewed for this role by Paul Rawson and worked closely with him for many years, his humour and willingness to support you has been another factor in staying with Autoclenz. The current Northern Team is headed up by another long serving employee, Kevin Armstrong and with his "Team mentality" and Geordie humour I guess another ten years may be possible.

### How do you believe Autoclenz differentiates itself from the competition?

In my opinion, we provide a better managed service and ensure we are compliant in H&S through to

operator legality. We provide not only a managed valet service but many other offerings to give our customer options including SMART, Imaging, C&D and Premises Cleaning and all managed by a great system in PVMS to give customers clarity and clear cost control on spend, because we have a great gatekeeper system to stop duplicate valets.

### What are your own personal successes within Autoclenz?

Crazy as it may sound the fact that I am still in the same sales position after nearly 12 years I take it as a compliment by Autoclenz that I have continued to assist in the growth of the company. I also take great satisfaction in working to find solutions for customers who have experienced very poor service previously, and then to deliver significant change for them with my colleagues gives me great personal satisfaction.

### Why would you recommend Autoclenz as a great company to work for?

They provide you with what you need to carry out your role and support you, whilst you always feel part of a team. The company and people are friendly so going to work is never something you hate at Autoclenz.

### Where do you see your future with Autoclenz?

New business and developing relationships for the future is key to any organisation looking to grow, so maybe slight changes to the role as the business develops. Maybe when I do my next case study in another ten years, I can answer this question.

### What advice would you give anybody just starting their own Autoclenz Journey?

Take on board your existing colleagues' knowledge, the experience they pass on can only help develop your career, people sometimes do not take this opportunity and think they know a better route, everyone here only wants to help so take that opportunity and join a great team!



[www.autoclenz.co.uk](http://www.autoclenz.co.uk)

