

Evaluate and improve own performance in a business environment essay sample



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Learning and developing can improve my work by expanding my knowledge and experience which allows me to develop new ways of working in my role improving efficiency. This then leads to greater output of work which benefits me professionally and the business financially. Expanding on my knowledge and experience will also allow me to take on new roles and responsibilities which could then lead to promotion within my company due to my expanded expertise.

My first priority in my career is to complete my apprenticeship within Budenberg and to be taken on in a full time permanent position. From there my possible career progression routes are:

Export Sales

External sales

The main difference between the two routes are that export sales is an office position dealing with clients outside of the UK where external sales is a field based position which has an age restriction of 25+ due to company car insurance issues. The external sales position is regional based dealing with UK customers only.

The main development opportunity I have within my job role is progressing my product knowledge which allows me to take on more advanced quotes and enquiries. This is a day-to-day activity as every day is different dealing with customers with different wants and needs. Developing my product knowledge allows me to work more independently and allows me to make my position more secure by making myself an asset to the company. To develop my product knowledge I rely on the knowledge and expertise of my

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colleagues to the point where I will no longer need them which will ultimately relieve some of their workloads from them.

The value of having a learning plan is so that I know exactly what I need to do to develop myself to be able to fully meet my job role, the company have a clear plan of what support and training they have to give to me and we all have a clear timescale that we have to work to in order to complete my learning and development. Having a hard copy of the learning plan also means that there can be no dispute over what development I have completed and what development I still need.