



SALES  
SOLUTIONS  
EXPERTS

*Spotlight on our people:*

# JOINING PMD DURING A PANDEMIC

# SPOTLIGHT ON OUR PEOPLE: JOINING PMD DURING A PANDEMIC

*Kris Kirkpatrick*, Business Development Director at PMD Business Finance, joined the Sales Solutions Experts in August 2020. A brave move for anyone during the height of a worldwide pandemic.

However, the move proved to be a fantastic fit for both Kris and PMD and so we decided to catch up with Kris to see how his first six months have gone at PMD Business Finance and to find out what it is that made the risk worthwhile.

**You already have a successful sales background. What attracted you to working at PMD?**

There is a certain buzz around the industry sectors I work within that PMD were a “can do” outfit for businesses. That being said, I knew a couple of the guys at PMD prior to joining them and knew it would take a certain sort of work ethic and drive to work there. That’s exactly what I wanted to be part of.

At a time where businesses were sleepy and ineffective, PMD was growing and enhancing what they had to offer with their Sales Solutions Experts, Direct division and Structure Finance Solutions teams, all making industry noise.

**How have you found your first six months and adapting to a new team culture?**

Joining a new company can sometimes be daunting and I had just come from remote working in my previous role. But when I joined PMD, it really brought the team camaraderie mentality back to my work and with a great group of people around me all with the same attitude towards the business, I instantly felt part of the team.

**What is the biggest difference between working with PMD and the previous finance providers you worked with?**

The mentality – not only in myself but the team around me. Everyone wants success for each other, our partners and ultimately our customers.

**What have you learnt since you started that has helped you provide even better support for your partners?**

The biggest thing I have learnt in my time here is what a real partnership offering looks like. It’s also the simple things that help grow relationships – communication and follow ups are key.

Suppliers and customers both want the same thing – simplicity. Finance is a relatively simple job if things aren’t overcomplicated by people who don’t know the path of least resistance.

**What do you think is the secret to a successful career in supplier finance?**

Availability, accountability, communication and a strong work ethic.

**What advice would you give someone looking to join PMD?**

Be ready to change your ways for the better! Changes will only be small as the team makes sure to hire likeminded people, but the changes I’ve made are for the better and I can already see them making a huge difference.

The team around you will provide flexibility, and this will bring the best out of you if you’re willing to work hard at it – it’s the team ethos that really sticks out and something I’ve found enjoyable and easy to adapt to.

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- MAKE MONEY**



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