

| Briggs Equipment: Graduate Scheme | |
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| Background: | <p>Briggs Equipment UK Ltd is the UK's leading independent service provider and materials handling equipment supplier for Yale Material Handling products in Great Britain, providing market leading products, superior service, unrivalled maintenance and support on a nationwide basis.</p> <p>Briggs Equipment currently employs 700 employees in the UK and is keen to employ graduates with a view to developing the next generation of leaders....</p> |
| The Scheme: | <p>The Briggs Graduate Scheme is a programme up to 3 years in duration, where you will work within different key functions around the business. Key functions include: Sales Support, Speedshield/Warranty, Parts Supply Chain, Marketing, I.T....</p> <p>We also offer the opportunity for our Graduates to work abroad on a 3-6 month placement working in partnership with NACCO (Yale Equipment Manufacturer). This placement offers a unique experience to our Graduates.</p> <p>The Briggs Graduate scheme will give you an invaluable experience into the Materials Handling industry, which will enable you to develop to a more senior position, including Management or Sales. To achieve this end goal you will be expected to drive your development around the business. In return you will be offered the guidance and support of the Board of Directors and Senior Managers in the business who will mentor you through this process.</p> |
| Requirements: | <ul style="list-style-type: none"> ▪ Graduates will be expected to have obtained a 2:2 class degree or higher (All degree subjects considered) ▪ You will be expected to keep a continuous professional development (CPD) log of your time at Briggs ▪ You will be expected to attend one to one meetings on a regular basis with your mentor/supervisor to discuss your progression and future goals within the business ▪ You will be expected to rotate around the business during your time on the Graduate Scheme, therefore we expect flexibility in our graduates ▪ At regular intervals you will be expected to present to the board of Directors |
| Benefits: | <p>The Briggs Graduate programme is intense and rewarding, offering you both personal and professional growth as well as the chance to develop a fulfilling long term career. With this commitment Briggs Equipment will offer you:</p> <ul style="list-style-type: none"> ▪ Competitive Salary ▪ Health Care Scheme ▪ Pension Plan ▪ Opportunities for commission or bonuses in Sales or Management ▪ 25 days holiday per annum + Bank Holidays |
| Location: | <p>Based at Head Office, Orbital 7, Orbital Way, Cannock, Staffordshire, WS11 8XW.</p> <ul style="list-style-type: none"> ▪ 5 minutes from M6, Junction 11 ▪ Close proximity to M6 Toll ▪ Close proximity to Train Links |
| To Apply: | <p>Send your CV and cover letter to vacancies@briggsequipment.co.uk</p> |

“From this point on I knew this job was for me.”

Kulbir Nagra (Graduate) – My first year at Briggs Equipment UK

Starting my career under the Graduate Management Scheme with Briggs Equipment UK was not only exciting but it was also challenging. From day one I knew this job would bring new challenges for me to learn new skills and add to those I had already learnt through my University degree.

Initially, I started working with the Briggs Online Fleet Management system, BE Fleet, where I not only had to learn about the management system but also to develop new ideas on ways of improving the system and ‘help-desk’ to support customers on using the system.

After two weeks with the business I was asked to accompany a Director on a visit to our largest national account. This meeting was very important to the Company and the purpose of my attendance was to introduce myself and explain how I was going to develop the BE Fleet system to help reach the customer’s goals. **“From this point on I knew this job was for me. This added a sense of personal responsibility and really pushed me to add value. I was not just sitting behind a desk “punching numbers” I was accountable for developing new processes and changes to improve the way Briggs Equipment currently carries out certain tasks within the BE Fleet system.”**

The Company introduced a new product, Speedshield, which would not only revolutionise the industry but would bring change to the way Briggs Equipment sold forklift trucks. Initially, I was asked to support this new product then my role developed whereby I was responsible for the after-sales care nationwide including technical settings, software changes, installations, international development/support and stock awareness. Not only was I responsible for a dedicated support phone line and online services but also required for site visits out in the field meeting with customers face to face, which included product demonstrations. This was an addition to my ‘day job.’ Once again the added responsibility helped me push to develop my time management skills and communication skills with both (external) customers and (internal) sales staff.

I have changed my role again and I am now assisting in new truck sales and service orders for a National Account Manager, where I have developed a new procedure for order processing. I now work externally for Briggs at one of our biggest customer sites in Northampton, where I am not only working to improve current customer support, but also representing Briggs Equipment on a daily basis, resolving any issues the customer is experiencing. I have now begun to develop my knowledge within sales and operations which is something I did not have knowledge of previously ...

Working in Briggs under the graduate scheme is very enjoyable and my first year with the Company has gone really quickly, principally because I am always learning new skills and developing my expertise. The support I received from my mentor helped me to build new working relationships with different departments, and helped me develop my presentation skills which came in very useful when I had to present to the Briggs Board of Directors. I am always being challenged with new goals. This not only helps me develop during the graduate scheme but also helps to add value to the Company giving me a sense of accomplishment. Being flexible, reliable and hardworking to accommodate Briggs has helped me move around the Company, learning new aspects of a real working environment which I could never learn at University.

“Not only will you enjoy your time at Briggs but you will also learn invaluable lessons which you will use throughout your career in Briggs. “

Kulbir Nagra

BE Fleet/Speedshield Project Co-ordinator

Top Tip: Being flexible, reliable and hardworking will help you to progress in the Company.