

## Rainmaker lives and breathes new business excellence.



**We have a huge file of glowing testimonials from clients that have used Rainmaker's recruitment and training service Blossom to find outstanding new business developers. But what do the candidates that have used us to find their ideal employer, think about what they've been through?**

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**Susan Lisle | Business Development Manager | Jordan Design**  
November 2011

"It was a pleasure working with the Blossom team throughout the recruitment and training process. They took the time to really get to know me as a candidate and paid a great deal of attention to ensuring that I was a genuinely good fit for the companies I was put forward for. The training was fantastic, particularly the strategic planning stage, and I am putting everything I have learned into practice everyday to great effect so far; meeting (and sometimes beating) my targets in a job I'm thoroughly enjoying. Couldn't be happier!"

**Gurjit Bansal | New Business Executive | Pitney Bowes Business Insight**  
December 2011

"From the moment the recruitment process began, the support received from Blossom was outstanding. Having been through a few graduate interviews before, I was prepared for a formal, possibly intimidating interview in a cool swanky office. I was right about the office (it's pretty cool!), but so very wrong about what to expect from the interview. I was made to feel really calm, comfortable and could completely be myself.

Both the director and the client candidate manager at Blossom were on hand for constant support in getting my contract signed and sorted. As I was moving to London from the Midlands, they were even offering support and advice about where to live – this far exceeded the involvement I expected them to have.

The 3-month programme definitely equipped me with all the skills I need to do well in my new business role. From objection handling to letter writing to telephone manner, they covered it all.

The Blossom training is focused on getting stuck in as soon as possible: if you're too scared to pick up the phone, you can't make mistakes, you won't learn and ultimately you won't be doing your job. However, the Blossom team are always on hand for support, whether it's through shadowing your calls or just listening to you describe the conversations you've had. One of the best things about the Blossom training is that you know almost everyone around you has been through the same training, or something similar. That's great to know because there is evidence in front of you of how successful you can become in the new business field.

I'd highly recommend the Blossom programme to anyone that is looking to start a career in new business, marketing or sales. I have no doubt that it was a valuable experience and I am definitely utilising the skills and knowledge I gained for my role at Pitney Bowes Business Insight!"

**Joseph Barber | New Business Executive | Pitney Bowes Business Insight**  
December 2011

"Blossom guided me to a successful application as a New Business Executive at Pitney Bowes Business Insight; the dedicated team sought out to understand who I was, how I could tailor my career experience to what my role required and how to work effectively for my company.

Working as a team - my employers, the Blossom director, mentors and I - produced a development schedule and equipped me with industry insight knowledge. The wide-ranging and well-orchestrated coaching techniques showed me how to use my strengths and work on my weaknesses; the training received has proved to be an invaluable asset and I believe that it'll be the case throughout my professional career.

I was made to feel extremely comfortable and welcome by all; I had regular one-to-ones, and if I had any issues they were quick to alleviate any queries or concerns I may have had.

In all, the experience was second to none (as far as training schemes go) – the team were personable and reliable, yet there was a deep-rooted professionalism in the way the Blossom team worked. I found the process valuable and I would recommend it to all."

**...intelligent new business.**

See a full list of candidate testimonials [here](#).

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