

Interview Assessment #2

Name of Professional: Peter Burns

Profession/Title: Business Development and Technical Tendering Manager

Business/Company Name: Nokia

Date of Interview: October 3, 2017

My second interview was conducted with Peter Burns who is the Business Development and Technical Tendering Manager at Nokia. He negotiates deals and has to communicate with all people (engineers, consumers, etc.) to get to a solution. I have learned a tremendous amount of new information with him and was able to see another side of business.

Mr. Burns stated that communication, in simple terms, is two cans and a string. The entire world is connected with phones which send out signals that satellites receive. This changed my view on communication as I had never thought about it in this way. I am now more opened to seeing things in a completely different and unusual view from the rest of the people in the world. I want to try and find the connections between commonly used items and other things. This way, my view on the world and all it encompasses will expand and I will become more knowledgeable as a whole.

During the interview, I asked Mr. Burns what he would look for in a business partner. He said he would find someone who has the traits that he lacks. There always must be an individual in the business who can add to someone's skillset and do certain things that others cannot. That is way to grow quickly and effectively. Whenever I start to hire people in the future, I will want to look for those with the skillsets in the subject I am weak in. This will allow me to cover all my bases and make sure that I have an expert in every position.

A piece of advice Mr. Burns gave me was to make sure that I do not repeat anything I have done in the last twelve months. I must find ways to do something better than I had done the first time and build upon my experiences. Companies need new elements and cannot remain the exact same at all times or else they would fail. It is important to not repeat mistakes I had made in the past because it is like a wasted lesson. I should learn from my mistakes and always look towards the future. The questions I need to be thinking about are how I can make myself and my business stronger.

When pursuing loans, the bank will give money if they believe it is not risky and they see a return. They will invest depending on the idea and the direction the individual plans to go in. If I get a loan, I must go in there with sheer confidence but also be very prepared. I have to know every aspect of what I am doing and what my goals for the future are. They will look at my track record of all the things I had done previously and that must be clean. It must also show that I am a trustable individual who will stick to their word and work for the benefit of the bank (help them get their money back and more).

In all, throughout my interview with Peter Burns, I was able to get a more in depth look at business and hear any advice that he had to give me. I learned all about cell phones and general business tips. In the past, he was one of the main people in the Young Entrepreneurs Academy when I went there, and I have known him for a very long time. He has proved to be immensely helpful and has taught me a lot of knowledge throughout the years as well as provided me with priceless experience.