



# Alumnus of the Week

**Name:** Thomas Lucas

**Year of Completion:** 2002

**Programme of Study:** BA (Hons) Business Studies

**Job Title:** Business Development Director

**Employer:** Right Management (global HR consultancy brand for the ManpowerGroup - a Fortune 500 Co.)

**What you liked about Hertfordshire Business School?** In 1998 when I entered the UH, the Business School was in the top 10 UK Business Schools, so that had real appeal. That has changed somewhat, but the key ingredients are the same. Those were preparing you for the world of work, with academic know how and the practical experience and knowledge to stand out from the crowd. My pathway at UH involved a 12 months placement and without that, I would have been one of thousands of graduates competing for jobs upon graduation. Aspects that combine academia and real life relevant business experiences are the key areas for graduate to differentiate themselves and land jobs. That hasn't and never will change in my view. So if UH continues to offer more there, everyone can benefit.

Read this article from the US: <http://www.cio.com/article/2859943/continuing-education/how-colleges-are-failing-their-students.html>

## What you do in your job?

My role is around revenue growth and new client acquisition in its simplest form. For me that involves working innovatively and creatively selling through the channel. This therefore adds a further complexity to the selling process, with people and organisations involved. That thought presents unique challenges and equally unique opportunities that could not be realised without channel partners. So a lot of commercial creativity is required, great people and client management skills are essential, as is the ability to think innovatively and move quickly to maximise the commercial wins for all parties. It's fun, dynamic and exciting, especially as it is about people and Change working for Right Management as a HR consultancy.

## Whom you would like to connect with in the Alumni Network?

People who want to talk about Talent Management at their organisations;  
UH career service, to talk about Student careers and the changing landscape and how the UH should, could and can offer more – that benefits all parties in the UH relationships;  
People who want to discuss career development, leadership and talent management strategies.

## Contact Details

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 Hertfordshire Business School Alumni

 @UHBusAlumOfcl

 Hertfordshire Business School Alumni Network

# Our Community Thriving Together

Please email [hbsalumni@herts.ac.uk](mailto:hbsalumni@herts.ac.uk) if you have any candidate(s) for Alumnus of the week

[go.herts.ac.uk/HBSalumni](http://go.herts.ac.uk/HBSalumni)