

PROFESSIONAL CAREER DEVELOPMENT

(BMSW4005 LON)

Student name: Nikola Dryanov

Student number:1906937

Tutor name: Charles Oham

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1.Introduction

I've always wanted to become a successful person and be independent. The first money I made was from doing gardening on other people's front and back yards. I went from door to door and offered my services all across our neighborhood. Most of the houses already had companies doing this for them and some preferred to do it themselves. To the ones who had a company do it for them I offered a lower price and showed them how other yards that I've worked look. And they liked me and my work. There was no one that preferred the private company instead of my offers. So when I turned 18 and became legally responsible for myself and the things I've done I wanted to do something in the direction of becoming successful. I knew I couldn't make enough money to live independently and decided that the first step to becoming successful is university. I've done my research and I discovered that I can get a student loan for studying. I saw this as an opportunity to start my own business with the money gotten from student finance. And so I did. I signed up for the University Of Wales Trinity Saint David. Took all the tests and the interviews needed, applied for student finance, and got the loan that my business needed to start with. I had different ideas for the things that I wanted to invest my money in. It had to be something small that didn't cost as much as an investment because I only had the loan money which was around twelve thousand pounds which I knew was enough to start with. I didn't want to take another loan from the bank because I was unsure at the time if this was going to work out or not and I couldn't afford to fail with 2 loans behind my back at the start of my life. I had different ideas for business. I knew it wouldn't be easy to choose on which I was going to risk and invest all my money in. One of the ideas was that of buying totaled cars because I knew the insurers sold them for cheap and I was planning to sell them part by part.

I only needed a place to store all of the cars. Another idea I had was opening a grocery shop in northwest London where I lived because there wasn't any. It would've been the first one around the area. I am thankful I stopped at the idea of establishing a delivery company because all my life I've watched my dad managing his logistics company. He has this type of business for more than twenty years, having over twenty trucks in Bulgaria where I was born. So I knew it was a good decision to start doing the same thing here in the UK.

2. Implementation

I've started working on the idea of establishing a limited company immediately when I got the student loan by researching the sites that I knew I had to have registration in order to get jobs to do. I hired an accountant to guide me through the legal procedure of opening a limited (LTD) company. I was satisfied with her work and decided I want to work with her up until today. I was told by my accountant that I needed a business bank account so my clients could pay me for the jobs I was planning on doing. You can't take payments for a limited company by submitting your personal bank account. So I did this as well. Went to the bank and made a business account. Doing my research I found that the biggest platform in the UK for this industry is the site called "CourierExchange.co.uk". Of course, there was a tax that I could pay yearly that was needed in order to register your company. I paid for it. Then it was the time to buy a truck to work with. I went online and looked at the trucks for sale and I went to see a few.

Once I saw in person the ones that I was looking online I chose to buy a curtain-sided "Luton" sized truck with a tail lift (up to 3.5 tonnes) because I didn't have enough money to buy a bigger one that can carry more and heavier goods.

"A big business starts small" (Richard Branson 10 secrets of the world's greatest brand builder 2007). The truck needed to have a curtain side because some loads can't be loaded from the backside of the truck where the tail lift was, simply because there is not enough space in between the left and right sides. And because of this, it needs to be loaded from the side using a forklift. The loading time will be shorter plus there will be no handballing for the driver to be doing. He just needs to pull the curtain and let the forklift do its job. I hired a driver to do the driving part by writing a post in a Facebook group for Bulgarians in London that are looking for jobs. There are several ways of payment to my employee. I can pay him per hour, per day, per month, or per job done. Of course, the best way to pay him is per job done because if he gets his salary paid per hour, he will get more money if he gets into traffic and he may abuse this and tell me he is in traffic when in fact he is not. And I know this from my father who had gone through these kinds of issues. He does remind me to keep in mind for things like this. I wanted my driver to be Bulgarian because I wanted to lower the language barrier to as little as possible in the inside of my company. Part of my professional career development is the communication with my clients and employee(s). A weakness is the fact that my driver does not speak English on the level that he needs to. He understands everything he is told but sometimes he cannot answer well.

If a situation like this happens in his workplace, he calls me on the phone and passes it to the person he can't understand and lets me talk to them. Most of the time he understands perfectly and does his job good. If he was really causing problems because of the language barrier I would've replaced him. But from now on if I buy another truck and hire another driver he most definitely has to speak English. When I log in to the platform and see the map full of icons (loads that need to be loaded somewhere and delivered elsewhere) I immediately see where my driver is and call the jobs near him and discuss a price with the job giver over the phone.

The moment we agree to a price I send over my driver the details and the address where he needs to be and the time that he has to be there. After he manages to deliver the load a delivery note/proof of delivery (POD) is being filled with all the information about the load like what is it, the quantity of it, the address of loading and unloading, and driver and company name. After all of this is filled up I need to send them an invoice. This usually happens through the email but some of our clients want to have hard copies sent by the post. If this is the case I go to the post and send them the invoice there. Then they leave us feedback on the platform if they are satisfied with our service. Until this day we have not received bad feedback because we are never late with our deliveries. In the meantime of unloading the goods, what I need to do is to find another job to do from the place that he will be delivering so there won't be any miles traveled without the truck being loaded. For the simple reason because I am losing money when the truck does journeys without a load. Because I have to pay for the truck's fuel consumption, wearing out, and the payment to the driver.

A year has passed since I started and I can say this was the best thing I've done in my life because I am now fully independent of my parents. This was the way I am making more money than I've invested. As I started making money I planned to save some part of them in a bank and have them locked for ten years until I turn twenty-eight years old because I wanted to have something saved if something unpredictable happens and I go bankrupt or something like this. And this is in a way an insurance if it does not work out like it has to. I had to do something if I do not succeed in the transport industry. So I went to the bank and made a deposit account that I can't be allowed to withdraw money from until I turn twenty-eight.

That seemed like a smart thing to do when I started business at such an early age.

3.SWOT

Strenghts Cheap delivery prices offered No delay in the delivery Good managing	Weaknesses Old truck(2009) Driver not being fluent in english
Opportunities May register on another platforms	Threats Loaded truck breaking on the road in middle of delivery Crashes

4. Conclusion

The student loan that I got for studying the Certificate Of Higher Education Skills For The Workplace in University Of Wales Trinity Saint David gave me that trampoline that I needed in order to make the first thing in my life that I really am proud of. Because of this i also made an insurance. And I call it an insurance because it is in a way that if something happens and I am not succeeding as well as I should be at the age of twenty-eight I will have enough money to start again from the beginning some new business or to invest in the same one. All of the money I got was invested and I haven't spend money on things for me like cars and other things that were going to give me a comfort zone. I knew I had to get out of my comfort zone for a bit. For now, I plan on buying another truck and hiring another driver to start enlarging my business. At the start of my professional career, I started from being an owner and manager and I like it a lot. For now, I don't plan to work on salary for someone else because I've already seen the other side of the coin (working for yourself).

5.references

https://books.google.bg/books?hl=bg&lr=&id=nVjdOcHRUh0C&oi=fnd&pg=PR7&dq=richard+branson+business&ots=FYtOUrZSc5&sig=K3Gi66bMwB8eYkrVIBLaDvQ8wm0&redir_esc=y#v=onepage&q=richard%20branson%20business&f=false Dearlove, Des. Business the Richard Branson way: 10 secrets of the world's greatest brand builder. Vol. 24. John Wiley & Sons, 2007.