



# Locals Working Together

## The Dream Team

**C**aring for the customer and making sure that every suggestion they make is the right one is top priority for the sales consultants at Beds R Us. After coming to Beds R Us Pukekohe as a temp to fill in for two weeks, Angus was recommended by Sharon to stay as he has an “incredible rapport with the customers” says Sharon, and he has now joined the team full time. Having worked in the sales and customer service sector for the past 19 years

Angus is extremely accomplished in this area and only needed to learn the ropes in terms of the technical bed details. Working together as a team, Sharon trained Angus from scratch in the finer details of Sleepyheads unique design benefits, and their current range.

Angus says “It’s not just about selling beds, it’s about supporting each other to give the best possible information available to the customer for them to make an informed decision with the information we provide”. Sharon backs him up by mentioning “we believe in the product we are selling, and we know the benefits of recommending the right bed to every person who comes through our doors”.



Sharon and Angus, your specialised sales consultancy team. (Absent, Manager Richard.)

Sharon is also proud to admit that she feels exhilarated when she receives positive feedback from customers, including reports from head office regarding an e-mail sent to them complimenting the team and how helpful and “enjoyful” the team was to be with, and they had another happy customer come in confused and out the door saying “I didn’t believe it was that easy to buy something”.

The team pride themselves in their integrity, and strive to build up a positive relationship in a relaxing atmosphere to get the best possible results for the customer. ■

**Beds R Us Sleep Centre, Pukekohe. 132 Manukau Rd, Pukekohe. Phone (09) 238 1190**

## Learning from the Best, Ties to the Royal Family – Maggie Jenks



Maggie Jenks

**T**he inspirational Maggie Jenks brings passion and flare to her job at Barfoot and Thompson, which is reflected in her business acumen and success. Maggie draws on her previous experience working for Flight Centre’s corporate brand in her role as General Manager to excel in a job she is passionate about.

What you might not know about Maggie is that in her free time she is a keen polo player. Learning to ride a horse while also learning to play polo, Maggie is driven by challenge. Juggling a career, and playing polo, Maggie developed a passion for the game and the people involved, but her current work at the time saw her away from home and her career took over, resulting in her being unable to dedicate the time needed to do the game justice.

Maggie has been exceptionally lucky and has been taught by

some of the top names in the sport, not just from New Zealand but overseas as well. Initially taught by Dawn Slater, who is one of New Zealand’s top female players, Maggie was put in contact with Paul Clarkin when Dawn left for the United Kingdom.

Paul was an outstanding player, and was one of the first New Zealanders to play polo professionally in this country. Unfortunately his life was taken in a Polo accident in Cirencester, England after falling during a game. His legendary status in the polo world saw him play with people such as Prince Charles, and William and Harry. Before his death Maggie and a friend had the pleasure of one on one lessons with him, where they would sit afterwards and share a tale or two. “He was very much the gentleman, and never spoke ill of anyone” says Maggie as she recalls times gone by. Unfortunately Maggie’s job at Flight Centre took up much of her time and until recently she was unable to develop her skills further.

Clyde McLean has taken over where Paul left off, and Maggie is getting back into the swing of the game. Six year old Ben, Maggie’s adopted son and her pride and joy, is starting to take an interest in Polo. He often accompanies Maggie to games, although Maggie isn’t sure she wants Ben to follow in her footsteps. “It’s an expensive sport”. ■



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