

Graduate Profile – Ian Floyd

Stream: Supermarket Buying

Program Intake: 2009

Degree: Bachelor of Business

Position Prior to Graduate Role: Supermarket Grocery Assistant



1. Why did you select to apply to the Woolworths Graduate Program?

I'd been working at a Woolworths Supermarket on a casual basis for 6 years in Coffs Harbour and Newcastle, while at High School and University. I wanted to continue my career with Woolworths because I knew it was a large Australian company that could offer a range of job opportunities across various retail divisions.

2. What personal and professional skills have you developed since joining the program?

The ability to build relationships with colleagues, on both a personal and professional level, is an important skill that I'll continue to develop over the coming years, as I continue to meet new people during each rotation.

3. Who are some of the key people you have had exposure to / worked with?

Each rotation has given me the opportunity to meet a new manager and work within a new team, which gives a range of experience to learn from. All the graduates got the opportunity to listen to personal presentations from senior managers that have been working in the company for many years, which was really interesting. Also, it has been good to meet graduates from other parts of the company, such as IT, Logistics and Finance, to get an understanding of how their role can impact your role.

4. How would you describe the culture and working environment within your area of work?

The culture and work environment relies heavily on team-work and every person has a specific role to perform within each team. If you ever have a question or problem you are encouraged to ask the people around you, which helps to create a positive environment.

5. What have you learnt about Woolworths Limited and your Division that you did not previously know?

Woolworths is very community minded. Whenever a decision is made there is often discussion about how this will impact the community and each individual customer.

6. Describe what the program has looked like so far.

My first rotation was in Perishables, as an Administration Assistant. This rotation helped me understand the role of a buying team and the buying process. My second rotation was in Marketing, as an Advertising Co-ordinator. I was mainly involved with the production of the national catalogue but also got involved in a market research focus group, radio recording and television commercial recording. My current rotation is in Private Label, where I'm assisting with new product development. This involves co-ordinating various elements to ensure the NPD schedule is maintained and new products are launched on time.

7. What advice would you give others considering applying for the program? Who would you recommend the program to?

When applying for the program, use real-life examples from your experience in store during the interview process. Even if it is a small detail, it is likely to be relevant. If successful, appreciate every opportunity and experience you have and have fun meeting new people as you progress through the program.