



## Q & A with Team Member: Vincent O'Grady Business Admin Manager

In this issue, we share insights from our Ireland team's Business Administration Manager, **Vincent O'Grady**. Taking on this new position for our company less than a year ago, Vincent has proven to be a very versatile professional in his ability to take on a diverse range of responsibilities—from day to day operations to client projects.



### What does your position as a Business Administration Manager entail?

My role involves supporting the NEXA team in different capacities. From a business development perspective, increasing NEXA's footprint in the Life Science arena through building a new business pipeline and communicating with potential clients, alongside the team. With many of our clients, NEXA is a key delivery partner and our scope of work with current and potential clients is steadily increasing. Spare parts projects in particular are increasing within our client base. My background in "Indirect" MRO/OEM procurement brings support to the NEXA team when these projects are proposed by clients. It is a testament that NEXA can be versatile, and it also demonstrates the trust our clients have in our team. Internally, I support the team's administrative management needs for day-to-day operations and contracts.

### What do you enjoy most about your position?

Being a part of the business development team is exciting. NEXA embraces inclusion and you can see this through the support network provided to us. From the leadership down, communication and transparency are shared throughout the team. NEXA's growth pattern year on year is on a continuous positive curve. It is exciting to support this growth.

### What have been your biggest accomplishments in your position so far?

I have been in the role only for a few months, but I currently support a Spares Parts project with a new client in Ireland, which is exciting. Supporting NEXA's accreditation within their industry is also very important. Alongside the team, I am working on different projects which give our company and team the recognition it deserves.

### What do you believe are the most helpful ways to make new employees feel part of the team?

Support, training, and communication are ways to ensure new employees have the tools to begin their journey with NEXA. Currently, we have weekly team meetings which enables the team to meet and speak to each other in an open forum. Also, NEXA's continuous improvement programs and employee recognition programs bring a positive atmosphere to our team.

### If you were to give someone advice about pursuing a career as a Business Administration Manager, what are some of the key skills they should possess?

Bringing a positive and logical outlook to your role will help build your customer and supplier relationships. Excellent communication skills are always essential as you deal internally with your team and key stakeholders within your client groups, and cultivating relationships with potential clients.

### What part of NEXA's mission do you connect with?

I think the value NEXA and our employees bring to the market, and to our clients is invaluable. All members are treated with deserved respect, and this is seen in the work ethic our team instills throughout our clients' projects.

### What's on your bucket list?

I would like to travel more, possibly in America and Canada, get an RV and hit the road!