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Ecolibrium

Phased

The HFC phase-down
definitively explained.



DRIVEN, FAIR, LOGICAL AND PATIENT

Camilla O’Leary, M.AIRAH, is regional account manager for Vertiv, based in Melbourne. The University of Glasgow graduate oversees key accounts (from a sales perspective) in the banking, financial services and insurance sectors. She’s also on the committee of the Women of AIRAH.



Camilla O’Leary, M.AIRAH

Responsibilities

Day to day I keep abreast of my customers’ current and future plans and requirements in order to anticipate how to best cater for these needs today and in the future.

Passions

I am passionate about meeting people and interacting with them. This, combined with an interest in how things work, makes me feel very privileged that I am working within this career. On a personal level, I am passionate about cooking and eating well. I love the process of researching new recipes and testing them out on my family and friends.

Finest professional hour

Because I am in a sales role and a lot of what I do is therefore customer-confidential, I would have to give an example of when I was able to sell using my personal brand rather than the company/product I was working for at the time. It was not the largest deal I have won to date; however, it was certainly very rewarding knowing that the client was relying on me, given their trust in my ability to assist and deliver in a professional manner.

Important lessons

You have to stand up for yourself and create your own opportunities.

‘ You have to stand up for yourself and create your own opportunities ’

Whom do you most admire?

Leigh Sales – journalist, author and presenter of the ABC’s 7.30 program. I admire Leigh because she is a strong female figure, well respected and able to ask tough questions in a professional manner.

Dream sabbatical

Travelling through the outback of Australia with my family in an off-road camper or converted bus. I never made it through the centre of Australia when I was back-packing, so would be great to now do this with my family.

Wise words

Life is short so make the most of it.

Greatest personal achievement

I recently became a mum! (My son has just turned one.)

Favourite book

I hate to say that I have not been much of a reader since I was a child . . . these days I wait until they release the movie. I mostly spend time reading emails/work stuff, or more recently information about babies.

Favourite film

The Departed – it has a bit of everything.

Favourite website

Pinterest – for everything from house renovation ideas and art to recipes.

Describe yourself

Driven, fair, logical and patient (for the most part ☺).

Define success

Having the respect of my colleagues and management for a job well done

What does AIRAH membership mean to you?

Having a connection to some of the best minds in the industry. ■



Meet the Women of AIRAH

The Women of AIRAH group helps promote diversity, representation and inclusion within the ranks of HVAC&R. WOA works to develop AIRAH’s strategy for supporting women and increasing their participation in the Institute and the HVAC&R industry at large.

Join in the conversation:

www.airah.org.au/woa



Women of AIRAH



@WomenofAIRAH