Phased

The HFC phase-down definitely explained.
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.

**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.

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**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 backpacking, 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.)