



OUT OF THE QUESTION

Not-so-desperate Dan

Dan May, operations director at Ramsac, tells us about living by the sea, his love of Italy and the secret of a successful career

CRN: Describe your job.

My job is to manage both the operational front of Ramsac, including the service delivery element, as well as the management of the supply chain, and also the marketing and PR side of the business. I enjoy the variety of my role and the challenges each day brings.

What was your first job?

I was the manager of a retail store.

How much did it pay, and was that fair?

It paid about £14,000 at first, and no it wasn't. Retail is hard work.

Who's the worst boss you ever had?

I think my worst boss was someone that felt threatened by strong people on her team and tried to prevent success and team development.

Do you have any IT qualifications?

I don't have any IT qualifications. I have a postgraduate diploma in operational management, my 50 metre swimming badge and my cycling proficiency.

Are there any companies you wouldn't work for?

I think I would find working in the huge multinationals quite frustrating. I enjoy an environment where I can achieve something without too much red tape, and where I can make decisions quickly.

What would you have done if you hadn't gone into IT?

I think I would have liked psychology. I'm really interested in the reasons why people behave the way they do.

What's the secret of a successful career?

To find something you enjoy doing with people you enjoy working with. You spend too long at work to not enjoy yourself.

Which is the most dynamic and inspiring IT vendor?

I think you have to admire the Dell success story. For the company to have got to where it is today in such a short amount of time. I believe the quality of its hardware is second to none, and its price structure has really driven down the cost of IT in the wider marketplace.



Dan May: I think there's more available to me in the south, and I love living by the sea, but people are definitely friendlier in the north.

What was the most exciting holiday you ever went on?

I love Italy and really enjoyed a three-week tour there last year, including the wedding of some old friends on the Amalfi Coast. Rome is a stunning place and Florence can't be beaten for food, wine and architecture.

Which is your favourite city?

I live in Brighton and enjoy the fact that I can easily get into the city and the huge range of restaurants and entertainment, while having the sea at one end of the road and the South Downs country park at the other.

How far would you go to get your way at work?

It is not really in our culture here at Ramsac to go to extreme lengths to get our own way. We have a very open and democratic culture, from board room to help desk.

Is life better up north or down south?

I'm originally from the Midlands and now live on the south coast. I think there's more available to me in the south, and I love living by the sea, but people are definitely friendlier in the north.

Do you prefer beer, wine or spirits?

I'm definitely a wine fan. Nothing makes you feel better about life than a good bottle of wine with a nice meal.

Can you be too rich?

I don't think so, no. I'm sure I could give it a try though.