

# Alumni Profile

## Nour Alard

BMOS Hons '20 Global Commerce and Economics

### Current Career

Organization: Prophix Software Inc

Title: Business Development Representative

---

### Career Overview

Shortly after graduating from King's, I began working at Prophix as a Business Development Representative. Prophix is a Fin-Tech company that is one of the leaders in financial planning and analysis (FP&A) Software. My role requires me to generate leads by prospecting CFOs of large companies and bring them into the pipeline. Our software helps finance teams make better strategic decisions by providing data visualization analytics, consolidated and automated system of engagement, and streamlines FP&A processes thereby eliminating the need for spreadsheets.

### How did King's prepare you for your current role?

King's provided me with the foundational knowledge and literacy to excel in my role. My finance and business courses enabled me to understand common challenges and best practices, which has then allowed me to have better conversations and build relationships with my clients. The community and resources offered at King's solidified and honed my interpersonal and communication skills, thereby making me confident and social. Lastly, the faculty at King's has been a major factor tying in with my success to date. Their on-going support and guidance has made me think for myself and go after what it is that I truly want, essentially believing in what I am able to accomplish.

### What advice would you give to a current student looking to enter your field?

Be curious and ask questions. It is okay to not know what you want to do with your life as many of us still don't, but it is a matter of time before the puzzle all comes together. Be engaged and get involved in any way you can. Experience is crucial when trying to find a job or pursue higher education. Make all the friends you can and build lasting bonds with your professors. These are the people who will support you and guide you when you're stuck.



“ *The community and resources offered at King's solidified and honed my interpersonal and communication skills, thereby making me confident and social.* ”