

# Owl Financial Inspiring Interview

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Andzelika Rojek, **Executive Sales Manager**



Andzelika's story is one of a range of inspiring interviews.

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## My Journey, **Andzelika Rojek**

We've collated a series of motivational case studies that show the journey of some of our most ambitious Advisers and Managers. It's fascinating to hear about their background, why they joined Owl, what motivates them and tips for others building their career in the business.



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I am so proud of my team and how they have learned, adapted and pulled together to overcome challenges during lockdown. We concentrate on 'solutions' not problems and do our best to be there for each other.

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### **My Journey with Owl**

I knew from an early age the impact that sickness can cause to families, not just emotionally but financially, following my brother's stroke in his late teens. But it wasn't until I came to the UK that I'd fully considered insurance.

I came to the UK when I was 19 and soon after set up a cleaning business. Things were going okay, but I was keen to further my income. It so happened that a friend of mine invited a Protection Adviser to our house. During that visit I got to hear more about what he did, the benefits of insurance and the opportunity to become an Owl Protection Adviser. It sounded interesting, so I found out how I could apply and sent off my CV.

Following a successful interview with Witold Story I joined the company in 2016. I worked hard to learn everything and was so happy when I passed all the product tests. I knew from the start I wanted to be a manager, so as soon as I was eligible to apply for the Potential Area Sales Manager Programme (PASM) – I did.

I passed the PASM first time and around a year after joining, I became an Area Sales Manager. When I think back, I'm so thankful that I've been able to progress from where I was without any experience of insurance to now being an Executive Sales Manager. I couldn't have imagined how much things would change in under three years.



## Lockdown

Of course, there have been challenges but I've always tried to stay positive. During early 2020, I travelled to Poland to be there for my mum who had unfortunately been diagnosed with cancer. This was such a difficult time and it was of course important for me to be there with her. I was pregnant at the time and little did my husband and I know that we'd have to stay longer than originally expected due to the pandemic and travelling restrictions.

My daughter, Valentina, was born in June 2020 and I can't tell you the love I feel for her. The great thing about this job is that I'm able to work flexibly and I've been able to be there for my family, whilst still manage my team. I'm so proud of my Advisers – the way they help and support each other. Together, we've learned and adapted to the new remote way of working.

In fact, being able to work online has been a big help during this time. I've been able to continue to run weekly team meetings, along with individual meetings with my Advisers.

Whilst I was unable to sell myself due to being out of the UK, I was very proactive in learning everything I could about the sales process so I could help my team. Throughout, I've continued to recruit and train new Protection Advisers. All in all, it's been very busy – but rewarding – both personally and professionally.





## Top tips for others

As a manager I would say, encourage Protection Advisers in your team to see themselves as leaders, each with the ability to grow their business and support each other. Also, try to build a good team spirit by holding regularly meetings – your Advisers are more likely to grow in confidence and build friendships by doing this.

## The Future

Being part of Owl Financial has been such a positive move for me. As well as having a team of Advisers with Owl Financial, I am also a Principal of a firm offering mortgage and financial protection advice (part of The Openwork Partnership, a trading style of Openwork Ltd).

I plan to continue to recruit and give others a chance to benefit and to achieve their own personal goals. I'm also looking forward to enjoying special moments with my daughter and family.

What an inspiring example of someone who has come from a non-insurance background, has worked hard and now has an exciting career ahead.

**Thank you Andzelika for sharing your inspiring journey. You should certainly be proud – congratulations on the success of your team and the birth of beautiful Valentina!**