

MAGGIE KINGTON

BY STEVE FRYER

ALL OUR INDUSTRY STALWARTS SO FAR HAVE BEEN MEN SO IT'S HIGH TIME WE FEATURED A WOMAN. TROUBLE IS, WHO? IT'S A MALE-DOMINATED INDUSTRY AND THERE ARE NOT THAT MANY WOMEN PLAYING PROMINENT ROLES.



Maggie Kington was born in the Gloucestershire town of Avening 21 years ago (she tells me, though she looks nearer 35) and has lived in the same area all her life, attending the local grammar school where she excelled at sports. Hockey and tennis were her games, centre-forward in hockey, school champion for tennis, Maggie represented her school at both. Tragedy struck at age 11 when her 45-year-old father died suddenly, Mum Kathleen left to bring up Maggie & brother Raymond and having to take part-time work, later full-time, to make ends meet. Many years later living in the Royal county of Gloucestershire paid dividends when Maggie was invited to dance at a local function by one William Wales, the Queen's grandson and future King.

Maggie entered the industry in 1988 after a career progression through several companies, one of which encouraged her to venture into sales & marketing which she found she thoroughly enjoyed and had an aptitude for. Another of these companies then gave her the opportunity for a first stab at on-the-road sales. Safe to say she was thrown in at the deep end with zero sales training, merely being tossed a set of keys for a Ford Orion and then left to get on with selling calendars and diaries. A presentation to a certain Graham Case led to an invitation for a job interview as Clarion's Southern England Sales Manager. Maggie cannot remember her company car at this time, she thinks it was a Mazda Mitsubishi Thingy, or something similar, safe to say Maggie has never been motivated by the type of car she has been given to drive but she does remember having an Alfa Romeo 156. The new job was a maturing experience for Maggie and gave her a determination to succeed in sales. So now with a much, much bigger area to cover and earning more money Maggie took a long look at her life and ended a 15-year relationship with her then boyfriend. It was time to move on.

NEW LIFE PARTNER

Today Maggie is radiantly happy with her new life partner, Jeff. They have been together for 3 years having met at a local pub quiz night and have shared their comfortable Cotswolds home for the last 2 years. The couple are engaged to be married and recently holidayed in Dubai with Jeff's daughter Sarah who was living there at the time. Jeff has worked hard all his life but having sold his business in order to take early retirement he now has time enough on his hands to be a voluntary driver ferrying pensioners to and from hospital appointments. Maggie also has an interest in charitable works; for the last three years she has taken part in the Race For Life - a fund-raising event for Cancer Research UK. Maggie believes in separating personal

life from business wherever possible but the commission on a huge order from the Sextons group gave her the deposit money for a newly-built house and since moving in with Jeff she now rents out this house.

In 2001, after 13 years selling audio products, Maggie joined Leicester-based Automonitor Mobile Multimedia Ltd where she has worked ever since. Her sales area stretches from Birmingham right down to Cornwall and she drives between 50 & 60,000 miles every year visiting her 150 or so active dealers. She tries to see each customer about once a month, but her only overnight stay is at Dave & Jean Liney's home when she visits Flying Sparks in Truro. Looking back over the years in the industry Maggie is especially proud of her two industry awards: Best Sales Representative and Area Manager of the Year.

TIME TO RELAX

Away from work Maggie unwinds by reading and listening to music, preferring biographies and true-life stories. Her musical tastes are varied and include Andre Bocelli, Il Divo, Rolling Stones and Van Morrison to name but a few. The first record Maggie bought was by Herman's Hermits, which makes you suspect that she is perhaps rather older than 21! In the car she listens to Radio 2, Terry Wogan is her favourite presenter. She is also keen on gardening and aerobics and works out in the gym whenever time permits. So what for the future? Maggie certainly finds being on the road 4 or 5 days a week much more tiring than ever she used to, but she has no plans for an easier life. Maggie still enjoys the job and believes she will continue to do so for many more years to come.

Maggie can be contacted at Automonitor on: 0116 275 2020 or 07968 322120