

YOUR INSTITUTE

# Voices of our future



## Meet Terry Caswell

Wilson James is constantly researching, investigating and thinking of new ways to provide services

**T**erry Caswell talks to *Focus* about his job at Wilson James and why the importance of logistics should be better communicated.

**What is your day-to-day role at Wilson James?**

I work within the construction division as Pre-Construction Manager. This focuses on the initial phases of building projects, and the transition from winning work through to mobilisation and delivery. I make sure this process is smooth by developing relationships with our clients, producing plans and strategies to understand exactly what their needs are and communicating them to our logistics team to ensure we convert their logistics dreams into reality.

**What encouraged you to start a career in logistics?**

A few members of my family worked in logistics across a number of different projects. I always thought it was so

interesting to hear about the different challenges they had overcome each day, so naturally I was drawn to the profession. I have always been interested in asking how things happen and coming up with solutions to solve problems. I also love being part of a wider team, where you all work together to achieve a common goal. I wanted a career that would be rewarding and varied, and logistics within the construction industry seemed like a perfect fit. I do not think I was ever destined to sit behind a desk every day. I love working in environments where the output is tangible and that you can see and touch at the end of a day's work.

**What impact do you believe technology will have on construction logistics?**

Within Wilson James, we are constantly researching, investigating and thinking of new ways to provide services that, for example, do the same job but with fewer people, or using the same number of people but provide more value through a more integrated approach. We have



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introduced a variety of different technologies that drive efficiency and improve safety, including our proprietary delivery management software Fulcrum, that has changed the way in which deliveries and materials are managed on construction projects. Logistics is a sector that is constantly evolving and innovating, with new ideas, approaches and concepts that make improvements at every level.

**Do you think that logistics suffers from an image problem amongst graduates and young professionals; if so, what can be done to change it?**

Logistics is suffering from an image problem amongst young people generally, not just graduates and professionals. People of all ages do not fully understand the complete breadth of logistics and its importance across different industries. Logistics supports so many different sectors, including transport, construction, retail, manufacturing, research and aviation, and each has its own challenges and opportunities.



Terry believes logistics supports many different sectors, including transport, construction, retail and aviation

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Also, I think young people do not consider the merits of entering the logistics profession, because it does not receive as much publicity as other, more popular professions, and because there is a lack of infrastructure in place to train young professionals and graduates. The work of CILT is important in promoting logistics as a career path by publicising the variety of sectors in which logistics jobs are available, along with the potential learning and development opportunities.

**What advice would you give to young professionals interested in starting a career in logistics?**

Look beyond what you stereotypically believe to be logistics. My job allows me to learn something new every single day, and while your current specialty might not be supply chain management, this does not rule you out of a career within the logistics sector. More and more, I am getting to work on construction projects alongside logistics specialists with backgrounds in the security, manufacturing, aviation and automotive industries. This gives us an opportunity to share information, experiences and knowledge to learn from one another and improve together – a really exciting prospect for the future. ☺

**If you are a young professional and interested in writing for Focus, email:**

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