



Career Stories

We sat down with Jessica Wu to discuss her GSK career journey from Sales Representative to Assistant Brand Manager.



Tell us a bit about yourself?

I am a great lover of eating food, patting dogs, and anything to do with water (imagine if I could do all three at the same time!), I have been with GSK for almost six wondrous years and still learning new things on a daily basis.

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What has your time at GSK been like?

I reflect upon my time at GSK with an ear-to-ear smile and a sprinkle of pride from what we have achieved. From launching two new respiratory products in two different disease spaces as a GP sales representative, working in the top performing territory as a Vaccines Account Manager, to leading a Brand Team and its biggest Field Force in Australia, I can confidently say that no two days are the same, and the opportunity to develop is endless.



Why did you decide on a career in Sales at GSK?

Honestly, I was initially unsure about my career path when I graduated. However, with my background in pharmacology in Medical Science, I was drawn to the pharmaceutical industry and the impact they make every day to patients. It was an opportunity that I wanted to explore and have not looked back since..

How did you make the move from Sales to Marketing?

Having the exposure and opportunity to collaborate with marketing as a Brand Accelerator and to engage other stakeholders as a Field Advisory Board (FAB) member, marketing was a career pathway I wanted to explore and was incorporated into my development plan when I was a GP sales representative.

From that point, I have had incredible mentors from many parts of the business that have taken the time to develop myself and to identify strengths and gaps. For example, a gap identified was understanding the ways of working within the Brand Team, and across Business Units. It was from this that I was able to connect to different people from different teams and different roles to gauge an understanding what career pathway suited me most.

What have been your favourite things about working at GSK? Any highlights?

It is the people and culture that truly makes working at GSK special. From the time I got roped into being a Formula 1 fanatic, to winning STRIVE Plus GOLD and going on holiday to Hobart, to the support from my team, business unit and company, I can't help but be thankful to be working with a company that puts their own people first.



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