

## Apprentice

### Q&A



**Enrique Lopez**  
Teudeloff

**Enrique Lopez** discusses the importance of training and the best things about being a Teudeloff student in *Torque Magazine's* latest Apprentice feature...

#### **WHAT MADE YOU JOIN THE FASTENER INDUSTRY?**

I used to dream about becoming a policeman. At age 14, I already had the opportunity to gain an insight into the office processes during an internship at Teudeloff. My responsibilities were filing and other smaller tasks as a mini-jobber for more than four years. I joined the Bundeswehr, the German Army, after graduating from high school. An injury led to an early drop-out of the Bundeswehr. I got to know more about other company processes and tasks during a long-term internship at Teudeloff. During this time, I quickly realised how much I enjoy working in sales and getting to know the fastener industry. I got very curious about the production of the screws, which we also use at home. Sales and the production of the required tools fascinated me from the beginning. I was then offered a dual study programme by Teudeloff, which I started in September 2019.

#### **WHAT DOES THE DUAL STUDY PROGRAMME (COMBINED STUDY OF THEORY AND PRACTICE) AT TEUDELOFF LOOK LIKE?**

The dual study programme is quite varied. You get insights into all business processes. Currently I am in the 4th semester, which is the long-term practical semester. In the last six months, I was given new tasks and projects in purchasing and sales, and therefore also more responsibility. I accompanied colleagues on customer visits and had the opportunity to get to know the sales department in the office and in the field, as well as other companies and their processes.

#### **HOW IMPORTANT IS THE TRAINING ON THE JOB DURING YOUR DUAL STUDY PROGRAMME?**

In my opinion, on-the-job training is one of the most important points of the study programme. At university, you learn a lot of theory, but you hardly have any opportunities in the field. However, during the time in the company, you have the opportunity to apply a lot of the theory in practice and therefore understand it better.

In addition, because you meet experienced colleagues in the company, you learn to see things from different perspectives. Since Teudeloff is always open for optimisations, this also creates many opportunities for improvement.

#### **WHAT DOES A NORMAL WORKING DAY LOOK LIKE FOR YOU AS A STUDENT AT TEUDELOFF?**

A normal working day is quite varied. I do not have a set responsibility for customers yet, therefore I support my colleagues. I do everything from enquiries to order processing and have constant contact with suppliers and customers. Currently I am working on the implementation of a CRM system in project management. I am in regular contact with our software manufacturer and together we try to adapt the software to our ideas and business processes. This includes the induction and training of colleagues, too. The project takes up a lot of time because I am writing my student research project on this particular topic. In this kind of staff position, I have a certain amount of freedom, but also a lot of responsibility, which I really enjoy and gain a lot of experience from.

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#### **WHAT ARE THE PROSPECTS AFTER COMPLETING YOUR STUDY?**

I would very much like to continue working at Teudeloff. I see good prospects here for my personal development as well as my business development. In addition, as part of the Würth Group, Teudeloff is a very attractive and reliable employer with international development potential.

#### **WHAT IS THE BEST THING ABOUT BEING A STUDENT AT TEUDELOFF?**

The two most important points are: On the one hand, the great team and the colleagues who see me as a valued team member and work colleague. The jokes and private conversations among each other do not come short either. We are a small familial team with all the professionalism of a global corporation. On the other hand, we have a wide range of customers. From small medium-sized companies to large global players with locations all over the world.

For every single one of them, we do our very best every day to guarantee a secure tool supply and to achieve the optimum tool life. It never gets boring.

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