



# SUCCESSFUL FUTURES

*What's stopping you?*

## THE 2016 STUDENT CONFERENCE PROGRAMME

ESSEX BUSINESS SCHOOL



University of Essex

# CONFERENCE INFORMATION

## ASSISTANCE

If you have any queries during the conference or require any assistance, please visit the registration desk in the main EBS foyer where our team will be happy to help

## REFRESHMENTS

Light refreshments will be provided in the EBS foyer networking area. Please advise a member of staff of any dietary requirements you may have or to enquire regarding allergens

## INTERNET ACCESS

WiFi is available throughout EBS on the standard University of Essex network. Please connect using your usual University of Essex log in

## MOBILE PHONES

Please be considerate to speakers and other students by switching your phone to SILENT whilst the conference is in progress

## FILMING AND PHOTOGRAPHY

Please be aware that our team may be capturing elements of the conference to share online. All materials will be shared with you after the conference and please direct any concerns or queries to the team at the registration desk

## EVALUATION FORM

We would be most grateful if you could find some time to complete the Successful Futures Conference 2016 evaluation form which will be sent to you via e-mail after the conference

## WORKSHOP SPEAKERS

We would like to thank all companies and individuals who have contributed to the Successful Futures Conference 2016. More information on individual speakers and their companies can be found on pages 4 and 5

**WORK READY  
GRADUATES**   
from Prospects

For any support you need with your future career plans after the conference, please contact the Faculty Employability Team.

You can book to see a Careers Adviser at the Employability and Careers Centre on Square 2 or come along to the “drop in” sessions in the EBS Foyer from 10am–11am on Tuesday and Thursdays.

If you are interested in placements and internships email Vicki Doughty, EBS Placements Manager on [vdoughty@essex.ac.uk](mailto:vdoughty@essex.ac.uk) or pop in to see her in EBS 2.33.



# WELCOME

## WELCOME TO ESSEX BUSINESS SCHOOL'S SUCCESSFUL FUTURES CONFERENCE!

Working out what you want to do after you leave University might not be your priority at this moment in time. After all, you need to focus on getting your degree – right? Well, yes, and no. A good degree is important, of course, but so is considering what you will do after you graduate. And the time for this is right now, at our Successful Futures Conference.

The purpose of this Conference is to help you explore your future ambitions and to understand what you can do now to get yourself and your CV in great shape for that first step of your career.

You'll probably find that you already have a lot you can build on to demonstrate your abilities, skills and motivations to future employers. The Conference is led by industry experts and recent EBS alumni who will share their insights with you and who will answer your questions.

We have set up this conference in light of what employers tell us: they want graduates who are innovative with a well-developed commercial awareness. Employers want graduates who combine a high level of academic knowledge with sound 'soft skills' – for example, they want graduates who are excellent communicators and who come with the right attitude.

We'll help you understand what you need to be doing to prepare for the transition from university to work.

Wishing you all a successful Conference!

Dr Christina Volkmann  
Employability Director and Lecturer  
in Management, EBS



# PROGRAMME OF EVENTS

## MONDAY 25TH JANUARY (WORKSHOPS ARE 50 MINUTES)

Each Workshop will be run twice, once at 18:00 and repeated again at 19:00. Please ensure you attend the time session for which you have pre-booked on to.

<b>Registration, Networking and Refreshments</b> 17:15 EBS Foyer	<b>PRE-CONFERENCE NETWORKING</b> Join the Conference Team, Guest Speakers, Alumni and other EBS students for some light refreshments before attending the Workshops.
<b>Key Note Speaker:</b> Kyle Burrows <b>Work Ready Graduates</b>	<b>MANAGING YOUR TRANSITION FROM UNIVERSITY TO WORK</b> 'Are you nervous about finding employment after graduation? Do you feel unprepared for the world of work? Join this interactive, informative session delivered by the UK's premier graduate training provider Work Ready Graduates and improve your employability. Delivered by a specialist trainer who has worked with the likes of Trip Advisor, Time Warner and supported by Prospects, Teach First and Propeller Training, this session will help you to develop your work-readiness and move a step closer to gaining your dream job!'
<b>Working in Accounting:</b> Lee Carmichael and Emily Parrot <b>ACCA</b> Alin Petcu <b>Informa Group</b>	<b>ACCA; JUMP START YOUR CAREER!</b> ACCA member Lee Carmichael talks about getting into accountancy, ACCA and what the qualification can lead to. He is joined by 2015 Alumnus Alin Petcu who is a Graduate Trainee Accountant at Informa Group plc working towards his ACCA.
<b>Working in Finance and Banking:</b> Dr. Bhaskar Dasgupta <b>HSBC Holdings PLC</b>	<b>FINANCE AND BANKING: AN OVERVIEW FROM THE GLOBAL HEAD OF TRANSACTIONS</b> Dr. Bhaskar Dasgupta, Global Head of Transaction Management, HSBC shares his vast experience of working in the Financial and Banking sectors including experience with HSBC, RBS, Goldman Sachs, Barclays Capital and PWC.
<b>Working in Risk:</b> Steve Couch <b>CII</b> Alina Jipa <b>Hiscox</b> and Mihail Marian <b>Willis Tower Watson</b>	<b>CII; WORKING IN RISK</b> Steve Couch had over 30 years international experience before joining the University as Insurance and Risk Manager. He is joined by 2014 Alumna Alina Jipa who is Operations Manager—Acquisitions at Hiscox and 2015 Alumnus Mihail Marian, who is a Financial Analyst for Willis Tower Watson specialising in reinsurance, solvency and data analysis.
<b>Working in Business and Management:</b> Rebecca Summers and Luca Ficetola <b>Lidl</b>	<b>LIDL; WORKING IN BUSINESS &amp; MANAGEMENT</b> Rebecca is an EBS student currently undertaking a placement year with Lidl, her placement allows her to gain experience around the organisation in supply chain management, sales, commercial property and business administration. She will be joined by 2010 Alumnus, Luca Ficetola, Regional Training Consultant at Lidl to talk about how you can use your degree in Business Management.
<b>Working in Marketing:</b> Tom Bowden <b>Footprint Digital</b>	<b>DIGITAL MARKETING IN BUSINESS</b> Tom Bowden, Director of Footprint Digital, provides an overview of digital marketing and its impact for business. Tom contributes to the Annual Google Analytics Certified Partner Conference in California and manages a number of PPC Campaigns. Tom will be joined by 2015 Alumna, Roxana Padurariu
<b>Entrepreneurship and Working for yourself:</b> Christine Michaelis <b>University of Essex</b>	<b>HOW TO START YOUR OWN BUSINESS!</b> Christine Michaelis is a trained Start-Up coach and will provide advice about starting your own business. From setting yourself a goal, to identifying your clients and highlighting the steps that are involved in setting up and marketing your business.
<b>Working for SMEs:</b> Michaela Peicheva <b>WeFarm</b> Nick Goodman <b>University of Essex</b>	<b>HOW TO FIND OPPORTUNITIES IN SMALLER ORGANISATIONS</b> 2015 Alumna Michaela works for award-winning social enterprise WeFarm and will share the benefits of working in smaller organisations. Prior to his time at Essex Nick ran a successful not-for-profit organisation. Nick brings an excellent insight into what smaller organisations are looking for, how they operate and the benefits they can offer.

## WEDNESDAY 27TH JANUARY (WORKSHOPS ARE 50 MINUTES)

Each Workshop will be run twice, once at 18:00 and repeated again at 19:00. Please ensure you attend the time session for which you have pre-booked on to.

<b>Getting Work Ready Work Ready Graduates</b>	<b>GETTING WORK-READY; MARKETING YOURSELF</b> A follow on talk from Monday's speaker focusing on image, self-marketing and branding yourself to make a memorable impression on future employers, standing out from the crowd. The Graduate recruitment market is increasingly competitive so learn from Work Ready Graduates about how to get ahead.
<b>Interview Techniques: Lauren Denyer Enterprise Rent-a-Car</b>	<b>INTERVIEW SKILLS AND TECHNIQUES</b> Enterprise Rent-a-Car recruit large numbers of undergraduates and graduates every year onto their management schemes. Their specialist recruiters interview thousands of students each year, so come along and learn interview techniques, skills and pointers from one of the best.
<b>Commercial Awareness: Jane Scott ICAEW</b>	<b>COMMERCIAL AWARENESS</b> ICAEW is a membership organisation supporting over 144,000 chartered accountants across the globe. Citing lack of commercial awareness as one of the biggest reasons for an individual's or a company's failure, they will be giving an overview on just how important it is and how you can develop yours!
<b>Assessment Centres and Psychometric Testing: Josephine Southwell-Sander FDM</b>	<b>ASSESSMENT CENTRES AND PSYCHOMETRIC TESTING IN RECRUITMENT</b> As Graduate Recruitment and Events Consultant for FDM, Josephine's expertise and knowledge on the recruitment processes used by companies throughout the UK is invaluable. With focus on the increasingly popular assessment processes such as Assessment Centres and Psychometric testing, Josephine will provide insight, advice and skills on how to maximise your performance during these elements of the selection process.
<b>Placements and Work Experience Karen Gooch University of Essex</b>	<b>WHY IS WORK EXPERIENCE SO IMPORTANT AND WHERE TO LOOK FOR OPPORTUNITIES</b> As one of the Faculty Placement Managers for the University of Essex, Karen has extensive experience working with both students and employers to help find and source a variety of opportunities. Whether work experience, internships or a full placement year to ensure you stand out from other applicants with a glowing CV, Karen will advise on where the best places are to look and some of them are right on your doorstep!
<b>CV Clinic University of Essex</b>	<b>CV CLINIC: BRING ALONG YOUR CV FOR GUIDANCE AND ADVICE</b> The perfect opportunity to get to know your Faculty Employability Team and get your CV ready for the graduate market.

## FRIDAY 29TH JANUARY ADDITIONAL SPEAKER – NOT TO BE MISSED

<b>Communications in Work and Branding</b> 14:00 Rachel Snow <b>HSBC</b>	<b>EFFECTIVE COMMUNICATIONS IN THE WORKPLACE AND UNDERSTANDING HOW TO PROJECT AND PRESENT YOURSELF</b> Rachel Snow is the Head of Communications, Global Trade and Receivables Finance Team at HSBC. She has worked as a senior communicator in high profile and complex financial companies for almost two decades, responsible for global communications and speech writing for CEOs, Director Generals and Shadow Treasury Minister.
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# Goldman Sachs ON CVs

The global banking giant provides some great advice to students based on their experiences of reviewing numerous applications. Below are some of their thoughts on best practices and “winning strategies” for completing your CV.

## FORMAT

- Your CV is a key part of your application so it needs to be well-written, clear and concise. The information on your CV should be as readable and aesthetically pleasing as possible with a measured balance between text and space
- The standard length of a CV for a graduate application for the banking/investments sector is one page. Most other sectors will use two page CVs as standard. Everything included in your CV should add value
- Think about the points you consider particularly important. Use block capitals and bold or italic type with moderation and be consistent in your formatting
- Avoid lengthy paragraphs; bullet points can be used to condense a list of details

## PERSONAL DETAILS

- Include your name, address, at least one email address, a home telephone number and a mobile telephone number
- Be sure that all of your contact details are correct and up to date
- Ensure that your email address projects a professional image of yourself

## EDUCATION DETAILS

- List your educational details with your most recent experiences first, back to your secondary level education
- Highlight any positions of responsibility you may have held

## EMPLOYMENT HISTORY/WORK EXPERIENCE

- Especially if your career has been short to date, give details of all jobs and positions held. Include part time and unpaid work, starting with your current or most recent employer.
- Work experience should not be limited to paid employment. Include any volunteer work, positions of responsibility within societies. Use the experiences that you do have to talk about any relevant or transferable skills.
- Do not use valuable space to include the full addresses of your past employers.

## PERSONAL DEVELOPMENT/SKILLS

- Write about any courses, societies, voluntary work or responsibilities you consider relevant
- Sell any transferable or technical skills acquired

## BEFORE YOU SUBMIT

- Spell check then print out a copy and ask yourself the following questions:
  - Will a recruiter find my CV/Resume easy to read and impactful?
  - Is the content concise and effective?
  - Is the application a good reflection of me and my experiences?
- Ask a friend or colleague to read the document and ask them the same set of questions.

# LOOKING FOR OPPORTUNITIES

## FIVE THINGS YOU SHOULD DEFINITELY BE DOING WHEN JOB HUNTING...

*from the experts*

- **NETWORK:** Ask your contacts for advice and opportunities, using social media and careers fairs to your advantage
- **SIGN UP TO ALERTS:** Take advantage of websites' automatic job updates as this saves you a lot of time
- **STAY MOTIVATED:** Job hunting can become arduous, frustrating and disheartening but learn from any set backs, always look forward and seek feedback where possible
- **TARGET YOUR APPLICATION:** Tailor your applications to each job specification and company values to make it as personal as possible - this sort of attention goes a long way
- **VOLUNTEER:** It will enhance your CV! Behave well, be smart and enthusiastic and get stuck into every opportunity

## FIVE SITES THAT SHOULD DEFINITELY BE ON YOUR SEARCH LIST

**TOP OF THE LIST:** [www.essex.ac.uk/careers](http://www.essex.ac.uk/careers)  
The University's careers website has everything you need for searching for jobs (CareerHub), advice on applying for jobs (cvs, application tips), preparing for interviews (links to practise psychometric tests). Visit CareerHub to view the jobs board and book onto campus events. Following the 'job opportunities' tab on the homepage you will find a substantial amount of support, materials and vacancies - happy hunting! Also check out:

[www.prospects.ac.uk](http://www.prospects.ac.uk)  
[www.targetjobs.co.uk](http://www.targetjobs.co.uk)  
[www.insidecareers.co.uk](http://www.insidecareers.co.uk)  
[www.milkround.com](http://www.milkround.com)

## WANT TO WORK OUTSIDE OF THE UK? THEN CHECK THESE OUT...

[www.gradlinkuk.com](http://www.gradlinkuk.com)

A specialist graduate jobs website designed for students from South East Asia, India, Africa, China and Canada studying in the UK and linking them with opportunities in their respective home countries

[www.britishcouncil.org](http://www.britishcouncil.org)

British Council advertise a large number of opportunities across the World

[www.chopsticksclub.com](http://www.chopsticksclub.com)

The UK's unique network specifically targeting the jobs market and opportunities in China

[www.hwcareer.com](http://www.hwcareer.com)

Highway Career provides services for Chinese students studying in the UK who are looking to return to China to work



# STUDENT PROFILE

## MEET IRENE

Irene spent her placement year at Cummins – a global power company. Now a final year student, she is applying for graduate schemes. Here she shares her experiences of the application process and offers some key advice for students.

### IRENE ON APPLICATIONS AND CVS

It's essential you tailor your CV and cover letter to the job you are applying for. Look at the criteria they are asking for and make sure you demonstrate how you meet each one. Also make sure you are clear about why you want to work for the company. I find looking at the 'About Us' section on their website really helps!

**DO:** Whether paid or unpaid, for one month or one year, get ANY kind of work experience you can

### IRENE ON VIDEO INTERVIEWS

There are two types that you could be asked to do: either a pre-recorded or a live one. For pre-recorded interviews, you normally receive questions 3 days to one week before having to send your video to the employer. Keep up to date with industry news and potential major changes - I was frequently asked about current issues. Ensure you read the questions properly and check how much time you are allocated. Also think about body language – look extremely motivated and enthusiastic about working for that specific employer.

**DO:** Research, research, research. Know what the company does, who their clients are and competitors and familiarise yourself with their website and recent news

### IRENE ON ASSESSMENT CENTRES AND GROUP TASKS

I have found that tasks and examples are often specific to the company's industry. For example, at an assessment centre for a construction company, we were given a task to present on the profitability of a particular building including budgeting material costs as well as energy efficiency. Just remember in group tasks, they are really testing your interpersonal skills and ability to show flexibility, adaptability and logic in your thinking.

**DO:** Start preparing for the graduate schemes as early as possible - as early as September!

### IRENE ON PSYCHOMETRIC TESTING

There is no way around psychometric tests other than to just practise them! You can do this on the Employability & Careers Centre website. I had to practise the verbal reasoning tests the most – they are hard but it really paid off!

**DO:** Make use of the Employability and Careers Centre. Attend any events related to your field of study as they run lots throughout the year and offer advice and support all year round

Irene Efiannayi,  
BSc Accounting and Finance,  
Final Year EBS Student

