Today’s agenda – to give you an appreciation of ...

• What Career Services can do for you and how we do it
• When our services are available, who and where we are
• Why it’s important that you engage with us immediately
• How to contact us and
• Who can help you
About me – what brings me to QM

2018
2011
2004
1995
1985
Your team in SBM

Iain Mcloughlin
Career Coach

Helen Green
Employer Engagement and Internship Coordinator
Your PG year may feel like
We want it to be more like this
Careers & Enterprise: Supporting you in 3 ways

1. Developing your career skills

2. Connecting you to recruiters and opportunities

3. Clarifying your job goals and plans
752 Total Appointments

101 Work Placements

17 Group Sessions

503 Attended Employer Events

88% Satisfaction

School of Business and Management

“"We have a great Careers Consultant. I had appointments to develop my CV and practice my interview skills – I have been successful since!"”
- SBM student

52 Entrepreneur Programme

33 Career Taster Scheme

20 Career Mentoring Programme
Semester A is very busy ...

- For fulltime applications
- For support with your CV, Cover Letter or application forms
- For interview skills preparation
- For help and advice, or help with ‘What’s next?’
Graduate and post-graduate opps

• Are training programmes for post-graduates offering a pipeline of future leaders

• Provide challenging opportunities to further develop your competencies (skills) and understanding of the sector and function

• Usually a fixed period (12-36 months) during which future leaders will undertake placements within, and outside, their chosen function (e.g. marketing, sales and logistics)
### Post-Graduate Career Timeline

<table>
<thead>
<tr>
<th>August</th>
<th>September</th>
<th>October</th>
<th>November</th>
<th>December</th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Applications for Graduate Programmes are open NOW**
- **Online testing/interviewing/Assessment Centres**
- **Offers made**

- **On-going opportunities advertised on QMUL Targetconnect**
  - Lunch talks …
  - 19th Nov International Career week
  - 8 Oct. Business and Finance Fair
  - 16 Oct. Alumni Panel
  - 12 Oct. Focus on Finance
  - SBM Lunch talks: Great Applications, CVs, Psychometric tests, Interviews tips

- **Documentation reviews and interviews & networking assistance throughout the year**

- **Graduate Professional and Academic Development elective– BUSM 178 to enhance and develop academic and career development thaka**
Postgraduates Looking to get Ahead?

Choose GPAD – Graduate Professional and Academic Development as an Additional Non-Credit Bearing Elective Module.

All the Training and Support you Need to Improve your Academic Performance and Stand out in the Graduate Job Market.

EMPLOYABILITY STUDY SKILLS NO EXAMS!

Graduate Professional and Academic Development:

BUSM178

For module information / sign up go to: https://tiny.cc/SBMPAD

or email: s.bryan@qmul.ac.uk with Name / ID/ Module Code.
SBM’s Lunchtime careers programme

Every Tuesday and Thursday from 1.00 – 2.00pm

2 Oct. Making the most of your SBM experience
9 Oct. Great CVs and Applications
16 Oct. Preparing for Psychometric tests
13 Oct. Interviews and Assessment centres
23 Oct. Options with your degree
20 Nov. Options for Experienced Hires -

qmul.targetconnect.net
Semester A - an important time for recruitment

• Focus on Finance 1-12 October
• Meet companies, hear from recruiters, alumni and recent grads. Decide if it’s for you!
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Type</th>
<th>Speakers</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Oct.</td>
<td>Accountancy and Tax Panel</td>
<td></td>
<td>KPMG, Moore Stephens, Mazars Grant Thornton, HMRC</td>
</tr>
<tr>
<td>2 Oct.</td>
<td>Job Market</td>
<td>Career Fair</td>
<td>Various</td>
</tr>
<tr>
<td>2 Oct.</td>
<td>Risk and Insurance Presentation</td>
<td></td>
<td>Aviva, Axa, Lloyds</td>
</tr>
<tr>
<td>3 Oct.</td>
<td>Intro to HSBC Presentation</td>
<td></td>
<td>HSBC</td>
</tr>
<tr>
<td>4 Oct.</td>
<td>Tech. transforming Finance Presentations</td>
<td></td>
<td>KPMG, DB, Goji Investments, Lloyds</td>
</tr>
<tr>
<td>8 Oct.</td>
<td>Business and Finance fair Career Fair</td>
<td></td>
<td>Full details on Target Connect</td>
</tr>
<tr>
<td>9 Oct.</td>
<td>Cybersecurity in Finance Presentation</td>
<td></td>
<td>EY</td>
</tr>
<tr>
<td>11 Oct.</td>
<td>Careers in Consultancy Panel</td>
<td></td>
<td>Oliver Wyman, Capgemini, IBM, KPMG</td>
</tr>
<tr>
<td>12 Oct.</td>
<td>East London Bus Alliance (ELBA) Presentation</td>
<td></td>
<td>ELBA</td>
</tr>
</tbody>
</table>
And... more important dates for you

- Advertising unlocked       Fri 28 Sept.
- Salesforce                 Thu 4th Oct.

What it Means to be Your Authentic-self at Work – register at
https://futureforceequalityeventoctobe.splashthat.com/

- Career Connect Alumni      Tue 16 Oct.

- International Careers week w/c 19 Nov.
For Your Information

• 99.9% of all businesses in the UK are SMEs
• 48% of graduates work for companies with more than 500 employers
• 52% of graduates work for companies with under 500 employers
• Approx. 40% of jobs are never advertised

Large businesses, with more than 250 employees, accounted for 0.1% of businesses
Good to use:

TargetConnect and QMPlus, emails from Helen

- Prospects.ac.uk
  Insidecareers.co.uk

- Targetjobs.co.uk
  Gradcracker.com

- Careerstagged.co.uk
  Studentjob.co.uk

- And these are good for lists of and insights into top UK recruiters
Graduate job matching websites

• Create a profile, upload a CV and the site will match you to recruiters looking for your experience and skills.
• The process varies between sites so make sure you know how to use each and always be careful where you’re uploading personal information

• magnet.me       talentpool.com
• headstartapp.com unijobapp.com
• grad-dna.com     hiire.com
Recruitment consultancies

• Professional bodies often keep lists of specialist agencies e.g.
  • Institute of Practitioners in Advertising
  • The Management Consultancies Association
• Specialist websites e.g.
  • www.efinancialcareers.com
  • www.getin2marketing.com
  • www.top-consultant.com

• Agencies with grad. departments: Reed, Angela Mortimer, Eden Brown, Hays,
  *but remember – you are not the client.*
Get smarter in your job search

☑ Overwhelmed by too many job sites?
☑ Looking for paid opportunities?
☑ Interested in working while you study?

Check out QM JobOnline and QTemps for (over 1400 paid) internships, part-time work and graduates roles in London

Visit careers.qmul.ac.uk/jobs & q-temps.co.uk
What type of jobs are there for SBM graduates?

- Customer Development/Sales
- Marketing (e.g. Brand Management)
- Business Development
- Finance
- Operations (e.g. Procurement, Manufacturing & Supply)
- Strategy
- Project Management
- External Relations
- HR
Competencies **ALL** recruiters look for

**Judgement**
- Intellectual capacity
- Comfort with ambiguity
- Business judgement
- Creativity
- Ability to listen and learn

**Personal Impact**
- Presence
- Confidence - vs - ego
- Team player
- Credibility
- People skills

**Leadership**
- Integrity
- Inspirational
- Can take personal risks
- Student activities
- Maturity

**Drive and aspiration**
- Enthusiasm
- Driven by results
- Action oriented
- Desire to excel
- Demonstrating success outside of academic studies

**Digital skills**
- Dealing with complexity
- Literacy
- Numeracy
- Autonomy
- Collaboration
- Adapting to new /evolving technology

23
Knowing the value of your brand is what makes your CV, your application and you outstanding

<table>
<thead>
<tr>
<th>Always with job in mind!</th>
</tr>
</thead>
<tbody>
<tr>
<td>Education</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Work Experience</td>
</tr>
<tr>
<td>1. Achievements NOT descriptions of responsibilities</td>
</tr>
<tr>
<td>2. Actions: What YOU did</td>
</tr>
<tr>
<td>3. Results: £, $, %, €</td>
</tr>
<tr>
<td>4. Most recent experience first</td>
</tr>
<tr>
<td>Additional Information</td>
</tr>
<tr>
<td>1. Make relevant to future role</td>
</tr>
<tr>
<td>2. Specific achievements</td>
</tr>
<tr>
<td>3. Highlight skills acquired</td>
</tr>
<tr>
<td>4. Interests not hobbies</td>
</tr>
</tbody>
</table>
## Structure bullet points using C-A-R

<table>
<thead>
<tr>
<th><strong>Challenge</strong></th>
<th>Had to complete a time defined project as part of my BSc programme at QMUL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Action</strong></td>
<td>I led the team of 5 peers from my class</td>
</tr>
<tr>
<td></td>
<td>We designed 20 future blue-print processes for an external company and presented them to our course leader and company representatives within a 6 week timeframe</td>
</tr>
<tr>
<td></td>
<td>I initially built relationships with each team member face-to-face, then led the team via weekly meetings</td>
</tr>
<tr>
<td><strong>Results</strong></td>
<td>I realised cost saving of 30% and delivered the client’s expected project on time, demonstrating leadership and commercial insight</td>
</tr>
</tbody>
</table>
WORK EXPERIENCE

  • Worked with the audit partner, took minutes and updated the team with tasks and assignments
  • Participated in 3 audits for FTSE100 companies including ICO’s largest client. Produced analytical reviews on significant movements in P&L, balance sheet and cash flow statements
  • Attended audit strategy meetings, researched and produced a comprehensive report on the leisure & hospitality market which was used by senior partners for future business development

Apple Retail Sales Assistant, London 01-06/2016
  • Worked intensively (12 hours per day) in company’s flagship store in London. Cooperated with sales team, and performed to exacting company KPIs
  • Developed excellent front-line customer service skills by taking initiative to be proactive towards customers’ needs and selling add-on services. Performed under constant pressure and achieved daily sales target of between £8,000 - 20,000

Morgan Stanley Summer analyst: Investment Banking Division, London 08-09/2014
  • Contributed to the Loan Portfolio Review for the Bank of China within a team of 5 analysts
  • Acted as the first point of contact between client and the project team, and conducted analysis on market position, industry trends and governance outlook for Morgan Stanley’s 10 largest borrowers. Applied risk-management methodology leaned at QMUL to calculate creditability of firm’s portfolio
Informational interviewing = Networking. Here’s a few questions you could ask

• What is it like to work in this industry?
• Who are the key players/competitors?
• Which skills are most relevant?
• How did they get their current job?
• Any advice they can offer?
For your next position, educate yourself and think strategically

RESEARCH is key

• Identify what you want
• Identify what you can offer – skills, experience, potential
• Identify opportunities and where / why will you be an good candidate. Is there fit? Can you explain your USP and Pitch yourself?

• Desk research and proactive research
Valuable brands

• Convey rich meaning clearly and simply

• Are relevant to target segment

• Are distinctive
QMUL... is now Your Brand.
A. Tell you partner what your strengths are, and
B. How do you want to build your brand during your degree?

Create and Communicate Your Brand!
## Competition – in numbers

<table>
<thead>
<tr>
<th>Category</th>
<th>Applications</th>
<th>Round 1 interviews</th>
<th>Final round interviews</th>
<th>Offers</th>
<th>Acceptances</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>7738</td>
<td>265</td>
<td>200</td>
<td>105</td>
<td>72</td>
</tr>
<tr>
<td>Competition – in numbers</td>
<td>3%</td>
<td>75%</td>
<td>53%</td>
<td>69%</td>
<td></td>
</tr>
</tbody>
</table>

* Taken from Nomura – The Impact of Evolution*
Get involved

- Register for upcoming events
- Stay up to date with careers emails
- Check out Jobs online
- Apply to SBM QConsult
All of this points to your RoI = Return On Investment

But your RoI is also the return on [your]

• Involvement
• Imagination
• Innovation
• Insights
• Inspiration
• Inquiry
Your career starts today

Akmaral Sman

SBM POSTGRADUATE 2017-2018
OBSERVE

Subscribe for events

Learn

Network
PRACTICE

On and off campus events

Volunteering and internships
Barclays Digital eagles
START UP 54

QinCUbator
Как казахстанка смогла побороть одиночество и открыть свой стартап в Лондоне

Акмарал Сман с 17 лет свободно владеет английским языком. Она открыла для себя большие возможности. К своим 20 годам, она побывала в 20 странах, участвуя в программах и конференциях глобального уровня. Ее мечтой было обучиться за границей бесплатно. По окончании университета «Мира» в Шымкенте, она направилась в Болгарию, где ее мечта стала реальностью, и она там работала в международных организациях в ЕС.
From Programme Assistant to Programme Specialist
QEnterprise

An introduction
Meet the team!

We have two enterprise advisors at QMUL to help you start your entrepreneurial journey.

At QMUL, we’re passionate about supporting student entrepreneurs – through investing in programmes, coaching and learning opportunities.

Izzy Obeng
Enterprise Manager

Izzy joined QMUL in October 2017 from KPMG LLP.

Alongside this role, Izzy regularly blogs, speaks publicly and coaches early-stage entrepreneurs. As a consultant, she has delivered transformation projects for some of the world’s largest brands. She holds an MSc in human resource management, a certificate in business accounting, and a BSc in Politics (University of Bristol).

Sam Firman
Enterprise Advisor

Sam joined QMUL in October 2017 from tbd*

Prior to Queen Mary, Sam worked as the UK Community Manager for Berlin-based social enterprise tbd*, scoping out how the organisation could best expand to the UK. Before that he completed Year Here, a social-innovation programme for graduates and young professionals. He is also currently studying for a part-time master’s in Sociology at the LSE.
We’re part of a big enterprise community

In 2017/18, our work wouldn’t have been possible without a range of amazing external partners, from big corporates, small start-ups and social enterprises, co-working spaces, nationwide networks, local businesses and more.

External engagement in numbers…

- We engaged a record **83** external stakeholders to participate in our programmes as speakers, facilitators and mentors
- **65 percent** of these stakeholders were entrepreneurs, **35 percent** of these belonged to large strategic partners including Santander and KPMG UK.
In 2017/18, a total of £32,500 was awarded to student enterprises through our funding awards. We supported a wide range of ventures including:

- Musemio, a VR museum app for children (founded by Olga Kravchenko, BA Drama 2016)
- Bier Nuts, a company selling Bulgarian-produced, environmentally friendly nuts (founded by Nasko Tonev, BA Politics and Business Management, 2016)
- Hanat Education, founded by Hephzi Tagoe (PhD, Institute of Cell and Molecular Science [Non-Clinical])

Nasko Tonev, Stefan White, Thomas Renshaw, founders of Bier Nuts – won £4,650

Ayesha Razak, founder of My Big Fat Halal Blog – won £5,000

Olga Kravchenko, founder of Musemio – won £6,000
We develop student-run businesses

This year we had 48 student entrepreneurs graduate from InQUBEate cohorts 7 and 8. InQUBEate was QMUL’s flagship entrepreneurship development programme that provided a testing ground for projects at idea-stage and early-stage. Alumni include:

- **Moosoom**, a money transfer service (Cesar Pantoja, PhD Electronic Engineering)
- **Wellspace**, a online counselling service (Jay Shah, Blizzard Institute)
- **Square Eyes**, a film recommendation search engine (Toby Wynne-Mellor, BSc Computer Science and Multimedia with Industrial Experience)
We create regular entrepreneurial learning opportunities

We held **3 bootcamps** in 2017/18 – 3DS (x2) and East London Social Hack.

Each event had approx. 60 students, across a range of subjects and years, to develop business ideas into fledgling businesses in just three days.

Our alumni include:

- **Infinitree**, an urban hydroponic planting system
- **Polaris Ventures**, a fast drone system designed to support healthcare professionals in poor countries
- **Seeds2Stem**, a social enterprise supporting young people into STEM careers

*Above Sam Firman delivering East London Social Hack 2018*
Do you have what it takes to be an entrepreneur?

Activity
Budding entrepreneur? There are lots of ways to contact us...

COME INSIDE & TALK TO US
We are open 9:30 - 5:00pm Monday to Friday

VISIT US ONLINE
We are open 9:30 - 5:00pm Monday to Friday

BOOK AN APPOINTMENT
Give us a call on 020 7882 8533 or email careers@qmul.ac.uk
Any questions?

Izzy Obeng
Enterprise Manager, QEnterprise
Queen Mary University of London
Mile End Road, London, E1 4NS

E: i.obeng@qmul.ac.uk  T: +44 (0) 20 7882 8551
W: http://www.careers.qmul.ac.uk/students/enterprise
Learn about different potential career options, experience working environments and enhance your networks on visits to various graduate employers.

Previous employers include:
- Microsoft
- KMPG
- Barclays
- Salesforce
- And more…
QConsult

Get paid (£10.20/hr) to be part of a team of student consultants working on a real business or charity project

‘The experience I got from QConsult was invaluable and it was definitely one of the main factors that helped me secure a graduate scheme with HSBC.’

Stavros Kalfas, QConsultant, Spring 2017
Creating Possibilities in East London

Visit major city employers
Mentoring with city professionals
We communicate regularly ...

Facebook, Twitter, class reps

Careers@qmul.ac.uk

020 7882 8533

WG3 Queens’ Bldg.
SBM Bancroft Bldg.
To make this work...
It’s a partnership

You can expect from us…

High quality career skills development programme tailored to the requirements of the Master’s market

We’ll work with you closely throughout the year.

Look out for our emails and messages esp. from Helen

We expect from you…

Come prepared to make the most of the sessions.

Network. Ask questions

If you sign up, show up

Use Careers & Enterprise, and our website and support each other
How to contact us

Iain McLoughlin - SBM Career Coach
i.mcloughlin@qmul.ac.uk
020 7882 8853

Helen Green - Employer Engagement and Internship Co-ordinator
h.green@qmul.ac.uk
020 7882 6588