Job Search strategy for International students

- Research & targeting your potential employers
- Job/internship search overview
Job Search strategy for International students

- Research & targeting your potential employers
- Job/internship search overview
Job Search strategy for International students:

- Research & targeting your potential employers
- Job/internship search overview

What the stats say:

How international students have found jobs:
- Newspaper advertisement
- Recruitment agency/website
- Already worked there
- Speculative application
- Personal contacts
- Employer's website
- University Careers Service

Source: DfEE data from international graduates, 2009-10

Applying to adverts:
- There's a real job opportunity there...but high level of competition.
- Will the employer consider international applicants? - Can they sponsor work visa?
- Identifying jobs where you have 'the edge' - the company's clients, future growth, offers, lead sales, nationality of existing staff

Recruitment agencies:
- A recruitment agency acts as an intermediary between the employer and the individual looking for a job.
- Do register and try to meet with the agency, they may hold local and sector knowledge.
- Can't expect an agency to get you a job!

Key Actions:
- Make sure your CV is in the right format for the target company.
- Tailor your CV to the role and company.
- Identify & engage with relevant job search websites.
- Get information from networks & your research on past opportunities.

Key Actions:
- Identify agencies by assessing suitability & taking control of recommendations.
- Check the methods for current opportunities.
- Find contacts & check activity on LinkedIn.
- Have your CV ready.
Timeline for finding jobs

PGs: Network, research availability of a part time basis
UGs: Part time availability Availability FT basis

Sep Jan April June Sep
Selling yourself as an International student

What are key benefits to hiring an experienced international student?
Global Competencies

1) An ability to work collaboratively with teams of people from a range of backgrounds and countries
2) Excellent communication skills: both speaking and listening
3) A high degree of drive and resilience
4) An ability to embrace multiple perspectives and challenge thinking
5) A capacity to develop new skills and behaviours according to role requirements
What the stats say

How international students have found jobs?

Newspaper advertisement
Recruitment agency/website
Already worked there
Speculative application
Personal contacts
Employer’s web site
University Careers Service

Source: DLHE data from international graduates, 2009-10
How International graduates have found jobs

1) Personal Contacts - 25%
2) Already worked there - 21%
3) Recruitment Agency/website - 16%
4) Employers website - 15%
5) Other - 11%
6) Newspaper advert - 4%
7) Speculative application - 4%
8) University Careers Service - 4%
Research and Targeting
Making Connections

Accessing the hidden job market

- 60-70% of jobs never get advertised
- Why don't they advertise?
- The hidden job market grows in tough economic times
- Having connections is useful for research, considering your options, getting experience / shadowing, finding opportunities and getting the job!

Key Actions:

- Create & practice your elevator pitch
- Approach your friends, family, classmates, work colleagues for advice and potentially their contacts
- Set up & develop your linked in profile & actively join groups
- Find out not only job information but where have they previously worked, their helpful contacts, industry knowledge
- How can you meet helpful people? University careers events, industry events, University clubs & societies
Building your contacts whilst studying

- Get to know your classmates!
- Join clubs & societies
- Connect with alumni on LinkedIn
- Join and network with professional organisations
- Research country-specific trade associations
- Join and network with country/region specific social networking groups
Applying to adverts

- There's a real job opportunity there...but high level of competition
- Will the employer consider international applicants - will they sponsor work visas?
- Identifying jobs where you have 'the edge' - the companies clients, future growth, exports, head office, nationality of existing staff

Key Actions

- Make sure your CV is in the template for your target country
- Tailor your CV, cover letter and application to the role and company
- Identify & regularly check relevant job search websites for opportunities
- Get information from network & your research to find open opportunities
Finding useful job search websites

- Access **Going Global**
- UK-based sites for graduate international job search such as Prospects, Target jobs, Grad link
- UK-based sector/professional specific websites with international reach, such as efinancial careers, charityjobs
- Linked in - Join relevant country/region groups
- Graduateland

**How to choose & use search engines**

- What does the site offer?
- Are the job listings dated?
- How often are things updated, and how long are listings retained?
- Who runs this site or service?

- Use aggregators such as Indeed “Simply hired”
- Register for targeted emails alerts
- Be aware of adverts with no company name
Tailoring Your CV / Application

- **Personal Profile** - State relevant skills from the job descriptions and include target employer, and role
- **Education** - State relevant modules, projects and your dissertation (this shows specialist knowledge!)
- **Professional experience** - Explaining relevant knowledge, experience and skills
- **Technical skills** - Emphasise relevant skills
- **Hobbies & interests** - Passion for interest, sector, country, travelling & going out of your comfort zone!
Speculative Approach - Research & Target

Accessing the hidden jobs market

Key Actions
- Identify your target companies - not just large internationals but also SME's
- Check the careers / jobs pages on their website, check/connect with employees on linked in
- Create speculative cover letter, introducing yourself and what you can offer

How to identify target companies
- Well known internationals
- You have relevant work experience
- Related to your dissertation
- Know someone who works there
- Personal interest
- Industry media - rankings
- LRC databases
- Going Global
How to identify target companies

- Well known internationals
- You have relevant work experience
- Related to your dissertation
- Know someone who works there
- Personal interest
- Industry media - rankings
- LRC databases
- Going Global
Recruitment agencies

A recruitment agency acts as an intermediary between an organisation that is looking to employ someone and an individual who is looking for a job.

- Do register and try to meet with the agency, they may hold local and sector knowledge
- Don't expect an agency to get you a job!

Key Actions

- Identify agencies by searching databases & asking contacts for recommendations
- Check their websites for current opportunities
- Find contacts & check activity on linked in
- Have your CV ready
Plan and monitor your progress

If something isn't working then have a check up!

Key Actions
- Give yourself targets
- Tailor your plan to your target country & roles
- Get experts with local knowledge to help you, ideally a selection
- Build your resilience, be prepared for declines
- Make connections with fellow job seekers
- Ask for and respond to feedback from recruiters
Careers & Enterprise
careers@qmul.ac.uk