

# Straight to Work

2019







# Why are you here?

- You don't want to go to university this year or ever may be. (You are not unusual, four of the most successful people in the world of didn't: Bill Gates, Mark Zuckerberg, Steve Jobs, Michael Dell)
- You want a job post Beechen Cliff
- At some point over the next few years, you want to LEAVE HOME, be INDEPENDENT and need an income to do that
- Other...?



- Work out YOUR Goals & What do you enjoy doing
  - What you need to do to get paid by someone to do it
    - Make a Plan for post July 2019

Calling What I love Career **Passion** Mission What my What the strengths world needs are **Profession** Vocation Potential What I get paid for Cause = Purpose

You may need to learn something or train to gain a strength



Before you start a retail/café job think about alternatives that will add to the skills you want to gain

# What do you want to achieve from your "Gap Year"?

- Getting work experience (either in a particular area or just in general)
- Getting life experience
- Having time to do something you particularly want to do, such as going travelling
- Deciding what to do in life
- Earning some money
- Having a second attempt at getting into the university/degree programme/school leaver programme you really want
- Being able to apply to university with the advantage of already knowing what grades you've got.



#### **Accountancy**

Train with a firm in Audit, Tax or Consultancy. Local with national/Multi national coverage

Advantages: live at home, earn good salary, qualify at same rate as graduate entry.

Disadvantages: Study whilst you are working, lengthy and competitive application process

Industry & Retail Management Training schemes e.g. GSK, Hanson, IBM, John Lewis and Marks and Spencer - Good training and progression prospects

**The Armed Forces** – Good training and progression Not for everyone, tough and lengthy selection

**Job** in a sector that interests you.

Research, apply and interview on line or by letter or in person



IT & Software Training Courses specialist academies & on-line training courses

Advantages: Job Prospects

Disadvantages: Expensive, niche

Level 4, 5, 6 & 7

#### Foundation, Bachelor & Master's degree

Advantages:

Earn whilst you learn: No student debt Same degree at same university peers! Wide range of jobs, good career advancement, less competition than at degree level.

Disadvantages:

No central application process
Opportunities vary hugely
May need to move away from home,
change of social life, culture support
network

Lengthy and competitive application process



## Work out the skills, qualities a particular employers seek:

e.g. Sections in Company Profile: Mission statement, About Us, Company Values, What we do, Job Specification

## Pinpoint what you are looking for:

Work experience, part-time employment, apprenticeship eg. 'I am looking for part-time paid work in Prop and Set Design'



### Why do I need a CV and Personal Statement?

A document to tell someone who you are and what you've done to get them to choose YOU over anyone else when applying for ANY position, paid or unpaid

e.g. Gap Year ICS, Part or Full Time Job, Apprenticeships

## It's an ADVERT about YOU to get them to INVEST in YOU

Why should an employer choose you? What skills and qualities do you have that that SPECIFIC employer is looking for?

### A Good CV

- gets you an interview
- gets you short listed
- gets the JOB!

### DON'T be PUT in the BIN





You may be up against hundreds or thousands of other applicants – you have to present yourself in the best possible way.



It can help if you think of yourself as a 'brand' – something you have got to promote, sell.



"Your brand tells the world who you are, what you value, and what you have to offer."

#### What is a Personal Statement?

A few sentences which describe your main skills and qualities, and also explains what you are looking for e.g.

#### Personal Profile

'Motivated sales professional with a proven track record in driving sales to meet and exceed challenging targets, with a solid academic background'

With strong A-level results in Maths, English and ICT along with a proven track record within customer service, I have the knowledge and ability to build customer relationships and drive sales within any work environment. Having worked in customer facing roles for a leading organisation, I am able to work calmly under pressure and deliver results for both my customers and employers. With proficiency in the full Microsoft Office package and experience reporting to senior business figures, I could add value within any professional sales team. I am also a regular volunteer at a local charity fund raising event, where I sell goods to the public in order to raise funds for a variety of causes.



# Sales Assistant Required



- For busy Customer Services desk.
- Duties will also include stock checking and working at a checkout.
- Must be able to work shifts to include evenings and weekends.
- Please apply with CV and letter to:.....



Do you have the zest for success?



# Which is the best 'Personal Statement' for the Job and Why?

#### **Candidate 1:**

I am confident, polite, hardworking and keen to begin a career in retailing. I have developed my customer service skills though my part time job. I am good at working with numbers, and have helped with the book keeping at my athletics club. I am determined to do my best and am working towards my Duke of Edinburgh Bronze Award.

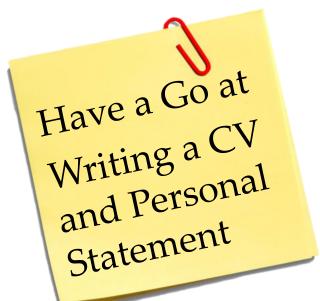
#### **Candidate 2:**

I have always wanted to work in retailing. I am a very outgoing person. I enjoy going out and socialising and look forward to getting a job. I have lots of excellent skills.

#### Personal Attributes

Commitment Honesty and Integrity Enthusiasm Reliability Personal Presentation Loyalty Commonsense Positive Self-Esteem Sense of Humour Balanced Attitude to Work and Home Life Ability to Deal with Pressure Motivation Adaptability

Communication	Team Work	Problem Solving	Initiative and Enterprise	Planning and Organising	Self Management	Learning	Technology
Listening and understanding	Positive influence on others	Develop practical solutions	Adapts to new situations	Time structuring and management	Self awareness	Able to manage own learning	Basic computer skills
Speaks clearly and directly, express ideas and feelings and judgment	Work well on own and in a group	Implement action based on data	Able to suspend judgment and explore options	Setting and achieving goals	Evaluates and monitors own performance	Contribute to workplace learning	Relate technology to work
Writes clearly to the needs of an audience	Conflict resolution	Shows initiative in resolving problems	Makes effective use of information	Thoroughness and attention to detail	Operates independently	Enthusiasm to participate in learning	Willing to update skills
Negotiates effectively	Leadership capabilities	Understands basic budgeting	Recognise need for change	Effective decision making	Has personal vision and goals	Open to new ideas	Use IT to organise data
Reads and comprehends well	Be responsible for own work and team goals	Able to estimate and calculate	Transfer ideas and concepts into action	Planning and managing resources	Take responsibility	Invests time and effort into learning	Apply OHS to use of technology
Foreign language competence	Define role in a range of teams	Creative ideas to resolve problems	Develop strategic and long term view	Plan for contingencies	Articulate own ideas	Use a range of mediums to learn	Apply IT as a method of managing work
Uses numerical skills effectively	Coaching, mentoring	Solve problems in a team	Generating a range of options	Collecting and analysing data	Care for self	Apply learning to technical issues	
Establishing and using networks	Identify team strengths	Test assumptions	Creative	Establish project goals	Self confidence	Apply learning to people issues	
Sharing information, persuading effectively, being assertive	Apply team work skills to a range of situations	Resolve customer concerns	Initiate innovative solutions	Understand basic business systems	Manages personal and professional boundaries	Acknowledge need to learn to manage change	



- Create your "Brand"
- Mention the stage you're at in your career
- Describe your personality, skills and traits positively, truthfully and relevantly. Include a skill, achievement, hobby, interest or experience which is relevant eg. 'I am studying Art, Design, Theatre and Film. Voluntary Assistant Stage Manager at The Courtyard Theatre. I have a special interest in animation and carpentry'
- Summarise your qualifications & achievements, in & outside school

# **CV** Templates

	Full name	
	[Home address]	
	[Telephone number] [Email address]	
Personal Pro		
10.00110110		
(hard present profit	ries	
Career Object	tive	
(inset were objected	fee	
Achievement	te	
Awards:		
· ·		
•		
Manbarehipa:		
•		
Education		
[From-To]	(Name of the Course)	[Name of the College]
Draft and level	,	
[From - To] Brain and mode	[Name of the Course]	[Name of the College]
[From - To]	[Name of the Course]	[Name of the College]
Carl DCSI or Operation in	pain afred)	









#### Research & Plan

- Find 5+ employers or opportunities that you would be happy to take (you aren't likely to get them all)
- Diarise application deadlines and plan these in to your schedule
- Write your CV and Personal Statement tailor made to each employer
- WORK HARD on your A LEVELS they are IMPORTANT and will distinguish you from the next candidate.
- Aim to get more experience or skills or qualifications to enable you to do what you want long term
- APPLY & TRY you will learn something from all experiences

Life is to short to be BORED or UNHAPPY in a Job