

Automotive Management & Technology

Your Careers Adviser
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Skills developed in college

You've developed a range of skills through your education, work experience and personal interests and achievements.

Understanding what skills you have to offer and like to use can help you understand what you want in a career, as well as providing key information for job or further study applications.

In terms of securing a job, academic qualifications alone will not guarantee success. Evidence-based skills sections on your CV can demonstrate the broad range of qualities you have to offer employers.

Opposite are some of the main skills you may have developed while in college:

- **Communication skills, both verbal and written**
Expressing ideas effectively and conveying information appropriately and accurately. Influencing others by expressing self effectively in a group and in one to one situations. Showing a range of verbal and nonverbal signals that the information being received is understood.
- **Teamwork/working with others**
Working effectively and confidently within a group to achieve a common goal or task. Including understanding your role within the team, and listening and supporting other team members.
- **Problem-solving ability**
Identifying, prioritising and solving problems, individually or in groups; possessing the ability to ask the right questions, sort out the many facets of a problem, and contribute ideas as well as answers regarding the problem.
- **Time-management skills/ability to meet deadlines**
Managing several tasks at once; being able to set priorities and to allocate time efficiently in order to meet deadlines.
- **Planning and organising**
Establishing a course of action for self and/or others to accomplish a specific goal. Planning proper assignments of personnel and appropriate allocation of resources.
- **Leadership skills**
Motivating and taking responsibility to lead other people, in order to achieve set goals and objectives.
- **Initiative & self-management**
Identifying opportunities and being proactive in putting forward ideas and potential solutions. Self-disciplined and self-motivated, in the pursuit of studies and professional practice.
- **Ability to make quick decisions/work under pressure**
Making decisions and taking action. Maintaining performance under pressure and/or opposition.

You may also have developed a wide range of technical/specific course related skills

Types of employers/industry sectors

Some of the main types of employers/industry sectors in which Automotive Management & Technology graduates work include:

- Manufacturers/Distributors
- Dealerships – Franchised/independent
- Wholesalers
- Insurance companies /Accident Investigation
- Motor Cycle Dealers
- Rental & leasing companies
- Petrol Retailers
- Fleet support/Fleet Management
- Body & Paint Repairers
- Vehicle Recovery Operations
- Specialist Vehicle Body Builders
- Vehicle Parts & Accessories
- Motoring press, trade journals

For sector information see:

www.gradireland.com

www.careersportal.ie

www.prospects.ac.uk

www.targetjobs.co.uk

Career options with your course

Some of main occupations and job profiles secured by Automotive Management & Technology graduates include:

- Accident investigator
- Aftersales Manager
- Arrears Support Officer
- Bodyshop Manager
- Car Sales
- Client Services
- Commercial Salesman
- Customer Service
- Dealer Principal
- Engineer
- Fleet Manager
- Fleet Sales Manager/Fleet Manager
- Forecourt manager
- Insurance assessor
- IT Support Administrator
- Junior Sales Manager
- Mechanic
- Parts Adviser
- Parts Department Manager
- Parts Logistics Provider/Delivery
- Press correspondent
- Sales Representative
- Sales/Marketing Manager
- Service Advisor/service receptionist
- Service Department Manager
- Software Development Solutions
- Technical Support
- Vehicle Rental/Leasing Manager
- Vehicle Sales Executive
- Warranty Administrator

For occupational information see:

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Employers who have recruited in your area

Companies who have recruited Automotive Management & Technology graduates:

- Fitzpatrick Garages
- Ford
- Joe Duffy Motors
- Sheehy Motors Parts
- Greg Martin Crash Repairs
- Keane Autos Ltd
- O'Leary Volkswagon
- BMW
- Audi North Dublin
- Ashley Ford
- Finlay Motor Group
- Mitsubishi Motors Ireland
- Flack Bros. Ltd
- H.C.L.
- J.A. Boland Carlow

Job Hunting

It is important that you access both the advertised and hidden jobs market and use any and every means available to you to job hunt effectively.

Advertised Jobs

Most University and IT Careers Services have jobs listings on their websites:

www.tudublin.ie/jobscene

Graduate programmes and immediate vacancies

GRADUATE RECRUITMENT WEBSITES

- [Gradireland \(Ire\): www.gradireland.com](http://www.gradireland.com)
- [Glassdoor \(Ire\): www.glassdoor.ie](http://www.glassdoor.ie)
- [Gradcracker \(UK\): www.gradcracker.com](http://www.gradcracker.com)
- [Prospects \(UK\): www.prospects.ac.uk](http://www.prospects.ac.uk)
- [TargetJobs \(UK\): www.targetjobs.co.uk](http://www.targetjobs.co.uk)
- [Milkround \(UK\): www.milkround.com](http://www.milkround.com)

ONLINE SEARCH ENGINES / AGENCIES

- Recruitment Agencies - www.irishjobs.ie/agencies – complete list of agencies
- On-line recruitment search engines e.g. www.indeed.ie; www.irishjobs.ie; www.jobs.ie; www.recruitireland.com; www.monster.ie; www.careerjet.ie; www.simplyhired.ie; www.jobsireland.ie;

OTHER RELEVANT JOB-HUNTING WEBSITES

- SIMI ('Recruitment' under Training/Career Tab) www.simi.ie
- Institute of the Motor Industry (Automotive Jobs) www.theimi.org.uk
- InAutomotive (Automotive Jobs UK) www.inautomotive.com
- RecruitAuto www.recruitauto.ie
- StartMonday.ie (Recruitment Agency) www.startmonday.ie
- LinkedIn Groups (see list in useful links below): www.linkedin.com

PUBLIC SECTOR JOBS

- Public Service - www.publicjobs.ie, www.localgovernmentjobs.ie

EVENTS/PUBLICATION ETC.

- Careers fairs – GradIreland Fair – Autumn, STEM (Feb), Summer Fair, plus many others
- Organisation websites - trainee programmes, vacancies, summer internships
- Specialist Magazines & Publications e.g. Engineers Journal (Engineers Ireland)
- Notice boards/Student email account/Lecturers
- Company Presentations (On or Off-Campus)
- Local and national press – <http://www.mondotimes.com/1/world/ie>

SUMMER WORK / PART-TIME JOBS

- Be proactive – use company directories and your network and contact employers directly
- Some useful websites: www.dit.ie/jobscene; www.gradireland.com; www.ditsu.ie/welfare/employment/positions-available/; www.jobs.ie; www.spunout.ie; www.campus.ie; HiUp App; www.parttimejobs.ie

VOLUNTARY SECTOR / CHARITIES

- Volunteering/NGOs - www.dit.ie/careers/studentsgraduates/thinkingaboutvolunteering/
- DIT Student Volunteering - www.studentvolunteer.ie/dit
- Engineers Without Borders - www.ewb-ireland.org/
- Community/NGO Links - www.activelink.ie, www.volunteering.ie, www.dochas.ie, www.comhlahm.org, <http://www.wheel.ie/directory> (directory of voluntary and community organisations - need to register (directory of voluntary and community organisations - need to register)

Unadvertised Vacancies

NETWORKING

- Use help from anyone in your Network – friends, family, classmates, lecturers, neighbours, colleagues, friends from clubs & societies, team-mates, work-mates
- LinkedIn is a vital resource for networking!!!!
- See LinkedIn resources at <http://www.dit.ie/careers/studentsgraduates/resources/>
- Informational Interviewing – identify and speak to relevant people in industry
- Work Experience/Job Shadow – gain onsite experience through formal roles or observation
- Attend events, conferences, short courses, trade shows, Engineers Ireland events
- Get in touch with past guest speakers – connect on LinkedIn!
- Use First/Graduate Destination Reports to ID where past grads have gone
- Join Professional Bodies
- Join Alumni Association/Linked-in DIT Alumni group – Use Alumni function on LinkedIn
- Find a mentor i.e. someone who can advise and guide you from a career perspective
- Use contacts gained from Thesis/College work – actively build these contacts
- Keep a job hunting record

CONTACT COMPANIES DIRECTLY

- Speculative applications + cold calling.
- Contact organisation with ideas (ways to reduce costs, make them more money, speed up R+D, Your Unique Selling Point)
- Utilise directories (Also see 'Useful Links' section below) – www.kompass.com, www.idalireland.com, professional bodies e.g. Engineers Ireland, www.goldenpages.ie

ENTREPRENEURSHIP

- Freelancing/Work experience/Self-employment/Start-Up
- <http://www.dit.ie/careers/studentsgraduates/interestedinselfemployment/>
- TU Dublin Hothouse - www.dit.ie/hothouse/
- Local Enterprise Office - www.localenterprise.ie
- The Digital Hub - www.thedigitalhub.com

Start Ups:

- Start-up companies – www.startupdublin.com, dublinstartupjobs.com
- FDI and indigenous – www.makeitinireland.com, www.its happening here.ie
- <https://angel.co/> - start up jobs worldwide

Track companies

- Scholarships/Competitions/Blogs / Guest lecturer
- Check out Labour Market trends, www.careersportal.ie, IDA, IBEC (Retail/Financial Services), www.tudublin.ie/careers (labour market news)
- Search newspaper business pages on-line to get success stories on businesses as they are growing – TU Dublin Careers website (labour market news)
- Check out industry award recipients,

Other proactive ideas

- Enter competitions / scholarships
- Get Work Experience / internship
- Social networking sites (facebook, twitter, LinkedIn, Facebook, Blog, Discussion Groups)
- Linked-In (set up a profile, link to others, search for companies - employees who have
- Linked-in profiles, advertised jobs)
- Follow & target companies on facebook, linked-in, twitter

For more information on how to go about finding a job and job-hunting sites, [See www.tudublin.ie/careers](http://www.tudublin.ie/careers)

Interviews

For more information on how to perform in interviews, [See www.tudublin.ie/careers](http://www.tudublin.ie/careers)

CVs/Cover letters and applications

For information on how to put together a great CV/Cover Letter or Application, [See www.tudublin.ie/careers](http://www.tudublin.ie/careers)

Useful links (e.g. Company Databases, Professional Bodies, LinkedIn Groups)

This list contains links to some of the most useful websites for your course including professional bodies and associations, employer directories, information sources and LinkedIn groups.

General websites — useful links

- [Society of the Irish Motor Industry](http://www.simi.ie) www.simi.ie
- [Irish Directory of Motoring Services](http://www.simi.ie) www.simi.ie (Find a Member)
- [Kompass Directory \(Search 'Cars', 'vehicle' etc.\)](http://www.kompass.com)
www.kompass.com
- [Institute of the Motor Industry](http://www.theimi.org.uk) www.theimi.org.uk
- [Retail Motor Industry Federation](http://www.rmif.co.uk) www.rmif.co.uk
- [National Body Repair Association](http://www.nbra.org.uk) www.nbra.org.uk
- [British Motor Trade Association](http://www.britcar.org) www.britcar.org
- [Automotive Publications](http://www.autopub.ie) www.autopub.ie
- [Car Dealerships](http://www.carsireland.ie) www.carsireland.ie
- [Car Dealerships](http://www.carzone.ie) www.carzone.ie
- [Car Hire Companies \(Global\)](http://www.rentalcars.com/en/companies) www.rentalcars.com/en/companies
- [Vehicle Leasing Association of Ireland](http://www.vlai.ie) www.vlai.ie
- [Institute of Automotive Engineer Assessors](http://www.iaea-online.org) www.iaea-online.org

There are many relevant groups on LinkedIn – do a keyword search and request to join those of interest to you. Some examples:

Sample LinkedIn Groups

- TU Dublin 'Graduate Network' (Alumni)
- Motor Industry Ireland
- SIMI - Society of the Irish Motor Industry
- Institute of the Motor Industry
- Retail Motor Industry Federation
- Institute of Automotive Engineer Assessors
- Institute of Automotive Engineer Assessors (Irish Region)
- Collision and Auto Body Repair Professionals
- Auto OEM Network - World's Largest Automotive Group
- Automotive Industry Professionals Worldwide
- Automotive Management Professionals
- Automotive Engineers
- Automotive News Professional Community
- Automotive Jobs in Ireland (SIMI)
- Automotive Diagnostics - OBD Group

Self Employment

Ever thought of being your own boss? Think you have an innovative product or service idea that could have commercial value? Want to commercialise your research? See www.tudublin.ie/careers

Other Options (e.g. Time out, travel etc.)

Volunteering and working with communities with is a great way to gain valuable real world experience, to develop new skills, to meet new people, to do something worthwhile and to improve your employability. For more details, see www.tudublin.ie/careers.

Further Study

Are you considering further study or training? See www.tudublin.ie/careers for comprehensive information

As with all choices good research and planning are very important. Useful undergraduate course search websites include www.cao.ie, www.qualifax.ie, www.careersportal.ie and www.ucas.com (UK)

Here are some examples of undergraduate courses pursued by graduates of your discipline:

TU Dublin

- BSc Transport Operations & Technology
- Automotive Engineer Assessor (IAEA)

Labour Market Information

For information on the latest labour market trends see www.tudublin.ie/careers.

Careers open to all disciplines (Including 'Paths Into...' Series)

Many graduate vacancies don't require specific degree subjects as possession of a degree is taken as evidence of intellectual ability. What is more important to the potential employer is the range of transferable skills and experience you can demonstrate.

Many graduate training programmes take final year students from a wide range of disciplines, register with the [Career Development Centre's Jobsence](#) for a full list of programmes. Here is a range of career areas that are potentially open to graduates of all disciplines. It's important to note that some of these options may require further study either on the job or beforehand.

If you are considering diversifying or changing career direction a postgraduate conversion course may be a viable option.

Some examples of career areas open to students of all disciplines:

- Teaching & Education
- Financial Services & Accounting
- Marketing, Advertising and PR
- Retail, Sales and Customer Service
- Banking, insurance and financial services
- Charities and voluntary sector
- Fund management / administration and investment banking
- Human resources, recruitment and training
- Management consulting
- Management, business and administration
- Media and publishing
- Public sector and civil service
- Social, community and youth

For further information see: www.gradireland.com/career-sectors

Additional Information/Advice

For any query you might have, please do not hesitate to get in touch with us.

Disclaimer: TU Dublin Career Development Centre offers advice in good faith on the basis of the best information available.
The Centre accepts no responsibility for decisions made by individuals based on such advice.