

# Business & Entrepreneurship

Your Careers Adviser

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[www.tudublin.ie/careers](http://www.tudublin.ie/careers)



## 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.

Below 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
- **Cultural Appreciation**  
Understanding and acceptance of different cultures, religions, economies, governments, and global issues. Appreciating the internal diversity and cross-cultural connectedness of cultures and showing curiosity and openness towards other cultures
- **Global Organisations Awareness**  
Understanding of the architecture of global organisations in terms of strategy, structure, operations, logistic, human resources, financial management, creativity, innovation, change, and decision making.
- **Business Awareness**  
Having an awareness of the business issues that affect specific industries and understanding the environment in which they operate in relation to stakeholder perspectives (customer, supplier, employer, employee, shareholder).
- **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

## Types of employers/industry sectors

Some of the main types of employers / industry sectors in which Business and Entrepreneurship graduates work include:

- Business to business
- Consumer
- Charity / Not-for-profit / NGOs
- CSR (Corporate Social Responsibility)
- Fashion
- Financial
- Food
- Healthcare & Medical
- Media
- Arts
- Retail
- Insurance
- Publishers
- Marketing / Advertising-PR Consultancies/In-house
- Publishing
- National & EU Government & Government Agencies
- Motor industry
- Construction & Property
- Public affairs
- Sport
- Technology
- Travel & Tourism
- Science, Engineering & Technology
- Entertainment
- Event Management
- Hospitality

For sector information see:

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

[www.careersportal.ie](http://www.careersportal.ie)

[www.prospects.ac.uk](http://www.prospects.ac.uk)

[www.targetjobs.co.uk](http://www.targetjobs.co.uk)

## Career options with your course

Some occupations secured by Business and Entrepreneurship graduates include:

- Senior Consultant
- Auditor
- Graduate Programmer
- Business Analyst
- Sales Manager
- IT Recruitment
- Trader
- Account Manager
- Trainee Manager
- IT Technician
- Marketing Executive
- Project Engineer
- Customer Service Manager
- Training Manager
- Claims Specialist
- Health and Safety Officer

For occupational information see

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## Employers who have recruited in your area

Some of the companies who have recruited Business Entrepreneurship graduates:

- Car Trawler
- State Street
- Chill Insurance
- New Ireland Insurance
- Deloitte
- EY
- Paddy Power
- Powerscourt Hotel
- Liptons
- County Council
- Musgraves
- Eircom
- Enterprise Ireland
- Jones Engineering
- Mercury Engineering
- AIB
- KBC
- Microsoft
- Unilever
- An Post

## 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](http://www.tudublin.ie/jobscene)

Graduate programmes and immediate vacancies

[www.prospects.ac.uk](http://www.prospects.ac.uk) & [www.targetjobs.co.uk](http://www.targetjobs.co.uk)

Graduate jobs UK

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

Immediate jobs/Summer/Graduate programmes

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

Local and national press

[www.publicjobs.ie](http://www.publicjobs.ie)

[www.localgovernmentjobs.ie](http://www.localgovernmentjobs.ie)

Public service

[www.irishjobs.ie/agencies](http://www.irishjobs.ie/agencies)

Complete list of recruitment agencies/online recruitment sites

Company Websites - Immediate vacancies and Internships

[www.tudublin.ie/careers](http://www.tudublin.ie/careers)

[www.indeed.ie](http://www.indeed.ie) – Ireland (various job boards)

Financial/Banking careers:

[efinancialcareers.ie](http://efinancialcareers.ie), [jobs.ie/careers-register](http://jobs.ie/careers-register), Finance booklet on [gradireland.com](http://gradireland.com), Financial skills partnership website, IFSC (the panel), The Vault.com (day in the life), Grad programmes, e.g. Merrill Lynch, State Street. The big 4 opportunities/internships – PWC, KMPG, Deloitte, EY), Linked-in – accounting internships, Chartered Accountants Ireland-students section –(training contracts/companies advertising opportunities), [targetjobs.co.uk](http://targetjobs.co.uk), [Prospects.ac.uk](http://Prospects.ac.uk), <https://www.charteredaccountants.ie/Prospective-Students/Vacancies/Milkround>, FDRs – related TU Dublin programmes

## ENTREPRENEURSHIP

- Freelancing/Self-employment
- TU Dublin Hothouse – [www.dit.ie/hothouse](http://www.dit.ie/hothouse)
- Starting a Business Information and Services– [www.basis.ie](http://www.basis.ie)
- Enterprise Ireland – [www.enterprise-ireland.com](http://www.enterprise-ireland.com)
- The Digital Hub – [www.thedigitalhub.com](http://www.thedigitalhub.com)
- Guinness Enterprise – [www.gec.ie](http://www.gec.ie)
- Dublin Business Innovation Centre – [www.dbic.ie](http://www.dbic.ie)
- Shell LiveWire Young Entrepreneur Support – [www.shellwire.org](http://www.shellwire.org)
- County & City Enterprise Boards – [www.djei.ie/enterprise/local/cebinfo.htm](http://www.djei.ie/enterprise/local/cebinfo.htm)
- Citizens Information (employment section) -[www.citizensinformation.ie](http://www.citizensinformation.ie)
- Prospects (self-employment)-[www.prospects.ac.uk/startup](http://www.prospects.ac.uk/startup)
- The Digital Hub - [www.thedigitalhub.com/](http://www.thedigitalhub.com/)
- InterTrade Ireland -[www.intertradeireland.com](http://www.intertradeireland.com)
- Invest Northern Ireland -[www.investni.com](http://www.investni.com)
- Enterprise Northern Ireland -[www.enterpriseni.com](http://www.enterpriseni.com)
- Forfás Business Start-up Support -[www.enterprise.gov.ie](http://www.enterprise.gov.ie)
- Forbairt – Enterprise for the Irish language community [www.iol.ie/~forfeirs/](http://www.iol.ie/~forfeirs/)
- Immigrant Council (Self-employment - Migrants) -[www.immigrantcouncil.ie](http://www.immigrantcouncil.ie)
- Irish Small and Medium Enterprises Association -[www.isme.ie](http://www.isme.ie)
- Irish Business Employers Confederation –[www.ibec.ie](http://www.ibec.ie)
- Business Planning Aids -<http://planware.org>
- International website for entrepreneurs –<http://www.internationalentrepreneurship.com/>
- US web resource for entrepreneurs -[www.entrepreneur.com](http://www.entrepreneur.com)

Teaching jobs: [educationcareers.ie](http://educationcareers.ie), [educationposts.ie](http://educationposts.ie), research opps: [euraxess.ie](http://euraxess.ie), [heanet.ie](http://heanet.ie), [jobs.ac.uk](http://jobs.ac.uk), VEC: [ivea.ie](http://ivea.ie), [education.ie](http://education.ie), (English Language Assistant scheme – 5 countries (Austria, France, Germany, Italy, Spain)

## Other

- Careers fairs – Gradireland Fair – Autumn and Summer Fair, plus many others.
- Notice boards/Student email account/Lecturers
- Company Presentations
- Specialist Magazines

## Unadvertised Jobs

### Networking

- Job Shadow/Informational Interviewing/work experience
- Networking – who is in your network?
- Professional Bodies,
- Social networking sites (facebook, twitter, LinkedIn, Facebook, Blogs, discussion boards)
- Attend events,
- Businessandleadership.com (events)
- Get in touch with guest speakers
- Thesis / College projects/Placement/Site visits/guest speakers
- TU Dublin Societies
- First Destination Reports
- Join Alumni Association/Linked-in TU Dublin Alumni group

### Contact companies directly

- Speculative applications + cold calling. Think about your offering
- Contact organisation with ideas (ways to reduce costs, make them more money, speed up R+D, Your Unique Selling Point)
- Utilise directories – Kompass.com, IDA, Marketing Services Directory, professional bodies, golden pages

### Track companies

- Check out Labour Market trends, ilo.org (Intl Labour Organisation, www.careersportal.ie, IDA, IBEC)
- Search newspaper business pages on-line to get success stories on businesses as they are growing – TU Dublin Careers website (labour market news)
- Industry award recipients
- Best Workplaces in Ireland (download on gradireland.com)
- Follow target companies on facebook, linked-in, twitter
- Think of small companies not just big brands

### Other proactive ideas

- Enter competitions / scholarships
- Consider alternative/related roles
- Think of small companies/brands not just big names

### Entrepreneurship

- Freelancing/Self-employment – Hothouse, TU Dublin, Aungier Street
- Start-up companies – www.startupdublin.com, dublinstartupjobs.com
- FDI and indigenous – www.makeitinireland.com, www.itshappeninghere.ie
- https://angel.co/ - start up jobs worldwide

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

[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

- [www.iea.ie](http://www.iea.ie) – The Irish Economic Association
- [www.imi.ie](http://www.imi.ie) – Irish Management Institute
- [www.ipa.ie](http://www.ipa.ie) – Institute of Public Administration
- [www.cipd.ie](http://www.cipd.ie) – Professional Body - HR and People Development
- [www.iitd.ie](http://www.iitd.ie) – Irish Institute of Training and Development
- [www.cilt.ie](http://www.cilt.ie) – Institute of Logistics and Transport
- [www.ipics.ie](http://www.ipics.ie) – Supply Chain Management
- [www.charteredaccountants.ie](http://www.charteredaccountants.ie) – Chartered Accountants Ireland
- [www.cpaireland.ie](http://www.cpaireland.ie) – Certified Public Accountants Ireland
- [www.cimaglobal.com](http://www.cimaglobal.com) – Chartered Institute of Management Accountants
- [www.accaglobal.com](http://www.accaglobal.com) – Association of Chartered Certified Accountants
- [www.iii.ie](http://www.iii.ie) – Insurance Institute
- [www.piba.ie](http://www.piba.ie) – Professional Insurance Brokers Association
- [www.taxinstitute.ie](http://www.taxinstitute.ie) – Irish Tax Institute
- [www.irishexporters.ie](http://www.irishexporters.ie), [www.ibec.ie](http://www.ibec.ie) (Irish Business and Employers Association)
- [www.kompass.com](http://www.kompass.com) – World-wide Business Directory
- [www.dfa.ie](http://www.dfa.ie) – List of Embassies
- [www.embassyworld.com/](http://www.embassyworld.com/) – Embassies world-wide
- [www.prospects.ac.uk/country\\_profiles.htm](http://www.prospects.ac.uk/country_profiles.htm) – Working abroad (country profiles)

- [Worldwide Media guide - www.mondotimes.com](http://www.mondotimes.com)
- [Yellow and White pages directories from around the world - www.superpages.com/global/](http://www.superpages.com/global/)
- [Specialists in Student Travel - www.usit.ie](http://www.usit.ie)
- [Working abroad \(country profiles\) www.targetjobs.co.uk/careers-advice/working-abroad](http://www.targetjobs.co.uk/careers-advice/working-abroad)

## 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](http://www.gradireland.com/career-sectors)

## Further Study

Are you considering further study or training? See [www.tudublin.ie/careers](http://www.tudublin.ie/careers) for comprehensive information  
Conversion courses

Some graduates find that their primary degree did not meet their expectations, either vocationally, academically or personally, and seek change career direction. Conversion courses offer the opportunity to diversify into another chosen career area while meeting the necessary entry requirements for that discipline. However, it should be noted that this is not the case for all disciplines e.g. disciplines such as science and engineering will require an undergraduate degree in that discipline.

## 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](http://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](http://www.tudublin.ie/careers).

## Labour Market Information

For information on the latest labour market trends see [www.tudublin.ie/careers](http://www.tudublin.ie/careers).

## 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.