

# Property Economics

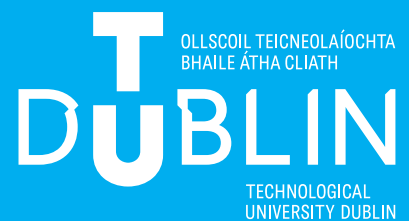
Your Careers Advisers

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



## Skills developed in college

You have 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. Here are some of the main skills you may have developed while in college:

- **Communication skills, both verbal and written**  
Expressing ideas and opinions in a coherent way and conveying information appropriately and accurately. Through verbal and nonverbal behaviour demonstrating that information is being received and 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 & entrepreneurship**  
Identifying potential opportunities and being proactive in putting forward ideas and possible solutions.

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 including:

- Negotiating to get the best possible outcome for your client
- Excellent attention to detail - submitting an inaccurate business report to a client could be a huge mistake
- Methodical organisational skills and record-keeping
- Strong mathematical and analytical skills
- Interpersonal skills - The property sector is about building and maintaining relationships with clients
- Knowledge of topical issues in property and the markets clients operate in
- Careful attention to detail, along with strategic and critical thinking
- Commercial awareness to deliver client value for money and a return on investment
- Ability to deal with difficult situations that may arise with tenants and clients
- Drive to show you can go the extra mile, challenge the status quo and have a healthy competitive nature
- Ability to think in an original way to fill a gap in the market or improve the efficiency of the business

## Types of employers/industry sectors

Some of the main types of employers / industry sectors in which Property graduates work include:

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- Property companies – Agency, Commercial, Valuations,
- Professional and consultancy services,
- Facilities Management
- Property Management
- Property Development
- Asset management and investments
- Planning
- Legal services
- Financial Services
- Self-employment
- Retailers
- Telecommunications companies (buying and siting masts etc.)

Employers look for ambitious people and competition is high for places on structured graduate trainee programmes leading to chartered status.

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 of main occupations related to your degree include:

- Graduate Surveyor - Some of the tasks which surveyors commonly perform include:
  - Meeting and updating on developments with negotiators and other property professionals
  - Dealing with land owners and clients and advising and negotiating on various issues relating to the sale, rent or development of land or buildings.
  - Compiling detailed, and technical, reports on property and buildings
  - Monitoring and overseeing development and construction work
- Valuation Surveyor - The skill lies not just in being able to value a property, or group of properties, in their current condition and usage, but also in assessing their potential if redeveloped. Asset valuations are needed for loan security, company accounts, rating appeals, compulsory purchase and legal disputes. You could be providing these services to a range of private, syndicated and corporate clients and pension funds. Valuation starts with property inspection. After inspecting the property and its location, valuers analyse and make comparisons across the local market to arrive at a valuation. This can be compiled into a report or used for further negotiation.
- Junior Negotiator
- Financial Analyst
- Researcher
- Property Manager - The physical condition, maintenance, leasing and rent collection are just some of the many aspects of any property that must be coordinated through the property manager.
- Site Acquisition
- Sales & Marketing
- Legal Services
- Planning

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[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)

## Employers who have recruited in your area

Some of the companies who have recruited Property graduates include:

- Sherry Fitzgerald/Cushman and Wakefield
- Savills
- DNG (Douglas Newman Good)
- CBRE
- AIB & BOI
- Lisney
- BNP Paribas
- JLL
- Valuations office
- Lidl
- Vodafone
- Paddy Power
- Lidl
- Aldi
- Tesco
- Dunnes Stores
- ESB
- Google
- Facebook

## 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)

[irishjobfairy](#) (twitter)

Links to some of the most relevant job-hunting websites for your course:

- [www.scsi.ie/jobs](http://www.scsi.ie/jobs)
- <https://thenegotiator.co.uk/>
- <https://www.propertyjobs.co.uk/>
- <http://www.propertyweek4jobs.com/>
- <https://www.ricsrecruit.com/>
- <https://sales-negotiator.com/>

## Other

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

## Voluntary Sector/Charities

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

Voluntary Sector/Charity/NGO vacancies in voluntary sector

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

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

Association of non-governmental development organisations

[www.comhlahm.org](http://www.comhlahm.org)

Volunteering opportunities

[www.wheel.ie/directory](http://www.wheel.ie/directory)

Directory of voluntary and community organisations

## Unadvertised Jobs

### NETWORKING

- Job Shadow/Informational Interviewing/work experience
- Networking – who is in your network?
- Professional Bodies,
- Social networking sites (facebook, twitter, LinkedIn, Facebook, Fashion 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
- Utilise directories – Kompass.com, IDA, professional bodies, Golden Pages

### ENTREPRENEURSHIP

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

### TRACK COMPANIES

- Check out Labour Market trends, ilo.org (Intl Labour Organisation, [www.careersportal.ie](http://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](http://gradireland.com))
- Follow target companies on facebook, linked-in, twitter
- Think of small companies not just big brands

### OTHER PROACTIVE IDEAS

- 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, LinkedIn, Twitter
- Think of small companies not just big brands
- Consider alternative roles
- Undertake voluntary work

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

- [www.scsi.ie](http://www.scsi.ie) – Society of Chartered Surveyors in Ireland
- [www.rics.org](http://www.rics.org) – Royal Institute of Chartered Surveyors
- [www.ipfma.com](http://www.ipfma.com) –Irish Property and Facilities Management Association
- [www.cepi.be](http://www.cepi.be) – European Council of Real Estate

### Sector Guides

- <https://targetjobs.co.uk/career-sectors/property/advice> - Target Jobs (UK)
- <https://gradireland.com/career-sectors/property> - Gradireland Property Sector <https://www.prospects.ac.uk/jobs-and-work-experience/job-sectors/property-and-construction> - Prospects (UK)
- [https://gradireland.com/sites/gradireland.com/files/public/gradireland\\_construction\\_print\\_27\\_july.pdf](https://gradireland.com/sites/gradireland.com/files/public/gradireland_construction_print_27_july.pdf) Gradireland Construction & Property Guide [https://careersportal.ie/sectors/sectors.php?title=Careers\\_in\\_Building\\_Construction\\_and\\_Property&sector\\_id=4#.WX8GXRyUk](https://careersportal.ie/sectors/sectors.php?title=Careers_in_Building_Construction_and_Property&sector_id=4#.WX8GXRyUk) Careers Portal

Some useful LinkedIn Groups:

- TU Dublin Graduate network
- Fill these boots (Irish Built Environment professionals in the UK)
- RICS
- Ireland Property network
- Valuation Review
- Surveyor network
- Commercial Property Network
- Property Management Professionals,
- National Asset Management Agency

## 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

### Chartered Status - Property Industry

Once property graduates are employed in the property sector, many are encouraged to develop their careers by studying for chartered status within the Society for Chartered Surveyors in Ireland (SCSI). This is called Assessment of Professional Competence (APC) and assesses a mix of inter-personal, business and technical skills.

With the APC's there are different pathways, depending on the route taken. These can include residential and commercial property, valuation, professional services and property management.

It takes a period of at least two years after graduation to complete.

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

Here are some examples of postgraduate courses pursued by Property Graduates :

- PG Diploma in Financial Advisory – UCD
- PG Diploma in Stock broking investment – DBS
- Masters in Business Administration – DCU
- MSc. In Finance – UCD, TCD and Reading (UK)
- Masters in Sustainable Development – TU Dublin
- PG Diploma in Law – TU Dublin
- MSc. Environmental Planning – QUB
- MSc. Project Management – Heriot Watt (UK)
- MSc Financial Risk Management – QUB
- PG Diploma in Digital Marketing – Digital Marketing Institute
- MSc. International Business – TU Dublin
- PG Diploma in commercial property arbitration – College of Estate Management (UK)

### 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.