ONE PIECE OF ADVICE
ABOUT

We help students and graduates embark on their professional futures in the creative and cultural industries utilising the many transferable skills developed at AUB.

Any AUB student or graduate can book a one-to-one appointment with the AUB Employability Officer to discuss their plans, or simply to gain information and advice on a wide range of topics including:

— Looking for graduate/professional roles or part-time work
— Applying for jobs and internships
— Writing a professional CV, cover letter or application
— Applying for further professional or post-graduate study
— Self-employment and freelancing
— Volunteering
— Preparing for interview
— Self-promotion and networking

JOB VACANCIES & RECRUITERS

We advertise vacancies, opportunities and competitions which will be of interest to our graduates and students, particularly those in the creative and cultural industries or closely allied sectors. Opportunities are advertised on our Creative Jobs and Opportunities Board aub.ac.uk/jobshop and via our Facebook page facebook.com/careersAUB
The Knowledge Exchange Manager, Daniel Cox, and Innovation Officer, Lucy Devall can advise on support for new businesses available nationally or locally. There are also AUB run and EU funded programmes of support that might be suitable for graduate businesses. These include a match-funded Innovation Voucher and access to equipment with a Proof of Concept voucher. For more details please contact Dan dcox@aub.ac.uk or Lucy ldevall@aub.ac.uk.

In June 2019 we will be launching our Innovation Studio, this space will enable AUB graduates to develop their ideas into a business plan and a workable prototype supported by continued access to AUB equipment and a mentoring scheme. Details of how to apply for the Innovation Studio will be available from winter 2018.

CONTACT

For more information or to make an appointment please contact careers@aub.ac.uk call +44 1202 363355 or call in to Student Services on the AUB campus open 8.30am—5pm Monday to Thursday and 8.30am—4.30pm on a Friday.
CV CLINIC
by David Wakeford, Employability Officer

19 March, 2018
9am—12pm
Room L009
Capacity drop-in

SYNOPSIS

You’ve spent what seems like a lifetime writing your CV. You’ve re-written the same few sentences about 100 times to highlight your skills, experience and achievements, so after much time and consideration, it would be an awful shame if you’d missed something crucial in your CV.

Visit this drop-in session for a CV ‘health-check’ to ensure you make the best impression when looking for opportunities.

BIOGRAPHY

In his role as Senior Employability Officer, David is responsible for a range of employability activities including supporting and motivating students to realise their ambitions through a diverse range of activities that are inclusive, relevant, current and inspirational. David works in partnership with academic and professional services staff, and external recruiters to provide students with a comprehensive service which is collaborative and connected.
A ROADMAP TO CREATING YOUR ONLINE BUSINESS
by Cat Rose Neligan, The Creative Introvert

19 March, 2018  Room F006
1—5pm  Capacity 50

SYNOPSIS

First we’ll look at the mind-set required to make your online business a success. Without the right thinking, without the right beliefs you’re going to find it tough to navigate your way around the online entrepreneurial world. We’ll then look at the practical steps and considerations you need to get started, from researching your ideal market to launching your first product or service with a bang.

BIOGRAPHY

Cat Rose Neligan is a freelance designer and small business consultant who escaped the rat-race life in London to live by the sea in Brighton.

She is the founder of The Creative Introvert, where she offers advice and support to creative individuals who cringe at the thought of ‘self-promotion’. A podcast host and an avid writer, Cat also is a contributor to the Huffington Post.

THECREATIVEINTROVERT.COM
CROWD FUNDING
by William Shutt, Sunstone Productions

20 March, 2018
11am—12.30pm
Room SH001
Capacity 160

SYNOPSIS

3 years’ ago Will established a formal collaboration with Crowdfunder UK to raise finance for student films. This year students raised over £42,000 for their productions. In this session Will talks about lessons learnt and how to engage an audience as a young creative with a limited track record. This session is for students from any discipline who are interested in exploring the potential of crowdfunding.

BIOGRAPHY

Production Coordinator for AUB’s Film Course Will is an experienced producer having worked for White Lantern Film on commercials for global brands. He set up his own Sunstone Productions working on productions across Scandinavia. As producer and writer his short films have been funded by Creative England and the BFI.

aub.ac.uk/staff/wshutt
BEING THE RIGHT BUM ON THE RIGHT SEAT
by Georgina Hurcombe, LoveLove Films

20 March, 2018
11am—2pm
Room F102
Capacity 70

SYNOPSIS
Finding the perfect role for yourself once you graduate can be difficult. But it’s also difficult for an employer to find the perfect person to fill said role. In this talk and workshop, LoveLove Films will discuss how important it is for graduates to make themselves stand out to convince a potential employer that they are the right bum on the right seat. In addition, Lovelove will give top tips on fitting into a workplace culture. The workshop is run by Georgina Hurcombe, writer and recent graduate Oliver Selby and Faith Glenister.

BIOGRAPHY
Georgina is the company’s founder and Managing Director, and has grown her production company LoveLove Films from strength to strength, driving the business to new successes. As a producer she has worked on a range of award winning content. She regularly works with large multinational brands, organisations and agencies worldwide, and in 2016 she won LinkedIn ‘Are you ready for tomorrow’ competition and was also named the DCCI Businesswomen of the year.
INTELLECTUAL PROPERTY
by Luke English, Laceys Solicitors

20 March, 2018
2—4pm
Room F102
Capacity 70

SYNOPSIS

In this session Luke will give an overview of Intellectual Property concerns for young creatives with plenty of opportunity for your questions about Intellectual Property or other legal matters.

BIOGRAPHY

Luke English is a Media and Technology solicitor who works for Laceys Solicitors in Bournemouth. Before moving down to Bournemouth 3 years ago, Luke worked in London for companies such as BBC, Walt Disney and Sony Music.

Luke helps start-ups and entrepreneurs both locally and in London, advising them of their Intellectual Property. Luke assists individuals and companies in protecting their IP and increasing the value of their brand.

laceysolicitors.co.uk
Synopsis

Costing & pricing your creative work is tricky for many new creatives! In this practical session Patricia will help you step-by-step through the main things you need to know to cost and price your creative products and services confidently. You will learn how to calculate your cost price and hourly design rate; the many different ways you can price your work; and she will show you how to increase your price (if you need to) too.

Biography

Patricia van den Akker is a well-known creative business adviser, trainer and coach, and the Director of The Design Trust, the online business school for designers and makers. For more than 15 years she has worked with 1,000s of creative businesses, especially in design and craft. She is very involved in the New Designers exhibition and is one of the judges of the One Year On Prize. She speaks and writes regularly about creative business development to graduates across the UK and many new and established designers and makers.
HOW TO IDENTIFY AND APPROACH POTENTIAL CLIENTS & EMPLOYERS
by Patricia van den Akker, The Design Trust

21 March, 2018
3:30—5pm
Room B001
Capacity 70

SYNOPSIS

In this practical session we will be working together on getting ready for work! Do you know what you want to do already, or do you find it hard? Do you want to be employed or self-employed, and do you know the differences between these options? We will then look at how to identify the right clients and employers for you, how to introduce yourself properly and the different ways to approach them professionally but creatively.

BIOGRAPHY

Patricia van den Akker is a well-known creative business adviser, trainer and coach, and the Director of The Design Trust, the online business school for designers and makers. For more than 15 years she has worked with 1,000s of creative businesses, especially in design and craft. She is very involved in the New Designers exhibition and is one of the judges of the One Year On Prize. She speaks and writes regularly about creative business development to graduates across the UK and many new and established designers and makers.
RUNNING A SOCIAL ENTERPRISE
by Dominic Ellison, Freelance Entrepreneur

SYNOPSIS

Social enterprises are businesses which a set up to change the world. Like traditional businesses they aim to make a profit but it’s what they do with their profit that sets them apart – reinvesting or donating it to create positive social change. Well known examples include The Big Issue, Divine Chocolate and the Eden Project. There are over 70,000 social enterprises throughout the country contributing £24 billion to the economy and employing nearly a million people.

BIOGRAPHY

Dominic Ellison is Head of Commercial & Social Enterprise at BCHA, a housing association based in Bournemouth and operating around the Southwest of England. He is CEO of New Leaf Company, a locality-based social enterprise in Bournemouth providing workspace, business development and governance support to social enterprises.

UK.LINKEDIN.COM/IN/DOMINICELLISON
INTRO TO TIER 1 ENTREPRENEURSHIP VISA
by AUB Tier 1 Visa Panel members

21 March, 2018 Room B001
5–7pm Capacity 70

SYNOPSIS

If you’re an international student who is interested in staying in the UK and starting your own business then AUB can help. We can sponsor your Tier 1 Graduate Entrepreneurship Visa. This session will explain everything you need to know about the programme and how to apply. It will also give you an opportunity to meet graduates already on the visa programme and hear about their experiences of starting a business.

BIOGRAPHY

The AUB Tier 1 Steering Group is comprised of AUB staff from Compliance, Careers and Employability and Knowledge Exchange - Centre of Creative Learning. This group operates to provide information and guidance on the process of applying for a Tier 1 Entrepreneur Visa, and will also clarify questions about the awarding and monitoring process.
AN INTRODUCTION TO SELF-EMPLOYMENT
by Lydia Wakefield, IPSE

22 March, 2018
10am—1pm
Room SH001
Capacity 160

SYNOPSIS

Working for someone else isn’t everyone’s cup of tea, meaning more and more people are turning to being their own boss. In this interactive morning workshop we will explore what it means to work for yourself and how to get yourself going. We’ll discuss the practical processes of setting up and running your freelance business, including registering your business, how to find work, knowing what to charge and basic business finances. The workshop will help you to identify your personal motivations, overcome any challenges and give you the confidence to kick-start your freelance career.

BIOGRAPHY

IPSE, the Association of Independent Professionals and the Self Employed, is the representative body for the UK’s self-employed community, including freelancers, contractors, consultants and independent professionals.
PUBLISHING INSIDE AND OUT
by Macmillan Publishing Team

22 March, 2018
Room SH001
1—3pm
Capacity 159

SYNOPSIS

Whether you’re a writer or artist looking to be published or you want to understand the careers available behind the scenes in Publishing you won’t want to miss this session. The Children’s publishing team at Macmillan have worked with some of the best creative talent including Emily Gravett, Chris Riddell and Julia Donaldson and properties like the Moomins and Peter Rabbit, as commissioners, editors and managers for global TV, licensing and merchandising rights. This interactive session will see them give the benefits of their years of experience and the lift the lid on the world of publishing inside and out.

BIOGRAPHY

Chris Inns is Art and Design Director at Macmillan Children’s Books, he began his career in publishing for Gower Medical Publishing designing fully illustrated medical textbooks. Hannah Ray is Editorial Director at Macmillan Children’s Books. An English graduate, she began her career at Scholastic working on educational magazines. Stephanie Barton is a Publisher at Macmillan Children’s Books. An English and Art History graduate, she began her career working in the museums sector, before moving into children’s publishing.
STARTING YOUR BUSINESS  
by Steve Aldridge, HSBC

22 March, 2018 Room B001  
2—4pm Capacity 70

SYNOPSIS

Starting your own business requires some serious consideration. There are definitely many pros and cons to consider when starting up your own business. Whether you're prepared to take the required risks to get the potential benefits is up to you - and your attitude towards risk. This engaging and practical session will provide you with some valuable insights into starting a business including the legal structures which you might consider.

BIOGRAPHY

Founded in 1865 to finance trade between Asia and the West, today HSBC is one of the world’s largest banking and financial services organisations serving around 38 million customers worldwide. HSBC Business Services understand that growing a business isn’t easy and our expert are here to support you to help your business thrive.

KNOWLEDGE.HSBC.CO.UK/BUSINESS-GROWTH
CONFIDENCE BUILDING
by Jonny Hoskins, Acting Senior Lecturer

22 March, 2018
4—5pm
Room K102
Capacity 30

SYNOPSIS

You’re confident in your work, you’re confident in your abilities but now you have to go out and sell them. Whether it’s a job interview or a pitching session for some people there is nothing more terrifying. In this session actor Jonny Hoskins will explore some techniques to give you the confidence to go out and ‘perform’ when you need to.

BIOGRAPHY

Jonny studied Drama at Manchester University and trained with Jacques Lecoq in Paris. He has over 20 years’ experience as an actor, movement director, teacher, stilt-walker and puppeteer. Jonny has a qualification in Psychodrama, and has worked in Drama-Based Training, Corporate Role-Play, and Executive Coaching. His research interests revolve around the importance of laughter, and his passions for clowning, ecological sustainability, and creative collaboration.
BUSINESS START-UP STRATEGY ADVICE
by Sam Howell, Business Strategist

23 March, 2018 Room F006
1—4.30pm Capacity drop-in*

SYNOPSIS

Sam Howell and his colleagues have already been undertaking some well-received work with some of our prospective AUB next generation entrepreneurs and they will be resident for the afternoon to offer invaluable advice and guidance for those who have a start-up idea and really want advice to kick start their business and take it to the next level.

BIOGRAPHY

Sam Howell Business Consultancy is a Dorset-based Business Strategy Consultancy that supports companies with their growth, planning and development.

*signup required if you would like to arrange a one-to-one session

SAM-HOWELL.CO.UK