



# Next Steps Fair 2023

## Let's get career ready!

How to make a good impression to succeed



BEAVERBROOK

Thursday 9 March  
10:30am - 1:30pm



# Making a good impression to make you stand out

## A fool-proof elevator pitch from CMU Career & Professional Development Centre

An elevator pitch is a way of introducing yourself, getting across a key point or two, and making a connection with someone.

### Developing your pitch

Remember the 4 Ws of success.

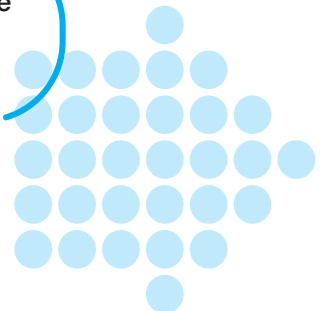
- » Who am I
- » What can I offer
- » Why am I here
- » What I hope happens in the future

» Introduce yourself to the recruiter. Tell them your name, the course you are taking and anything that you find interesting about the subject you are studying.

» Discuss your most relevant skills. Include 'evidence' such as work experience, research, volunteering, leadership and extracurricular activities you have been involved with during your studies.

» Tell the recruiter what it is you are looking for. Mention why you are interested in their company and how your skills/experiences align with their needs.

» Lastly, tell them about any of your own personal/professional goals. At the end of your conversation give them your details so that they can stay in touch either via email or LinkedIn, potentially for that important interview.



# Elevator Pitch Samples



**Hi, I'm (...). I am currently studying a Catering & Hospitality Level 2 Professional Cookery Diploma.** During my studies, I have developed my skills in professional cookery working in a realistic environment such as our in-house pop-up restaurant on the campus. I have been trained in food safety, health and safety, and food preparation as well as specialising in different methods of cooking. I'm now interested in pursuing an apprenticeship position, which will provide the possibility of full-time employment at (company). I am looking forward to developing my passion and cookery skills. My experience as a student leader at NESOT has helped me to develop a strong teamwork ethic, time management skills and the ability to stay calm under pressure and I believe these abilities will help me to be successful in this career. I would love to learn more about the career opportunities you have at (company).



**Hi, I'm (...). I am a student currently studying Entrepreneurship Level 2 and very interested in Marketing and Business Administration.** I have competed in the (organisation) where we set up our own businesses. During this competition, I was very involved with raising funds, designing and commissioning products, and selling these to the local community for profit. With this, I have developed my skills in communication, strategy, project management and leadership that I can contribute to such a forward-facing company such as (company). Thank you for your time. I'd be thrilled if you could consider me for any open position in Marketing.

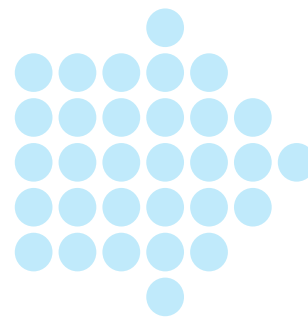


**Hi, my name is (...) and I am a creative media student.** I have always had an interest in fashion and enjoy reading fashion magazines and blogs. After completing a four-week long school project where I created a styling tips guide, I sharpened my creativity skills while also learning how to use Photoshop, Adobe Premiere and After Effects. From there I was able to take a lead role in my school's annual fashion show charity event to craft all the marketing and outreach materials, like flyers, posters, pre-event trailers, for which we had over 600 community guests and £2000 in ticket sales, all donated to a charity foundation. I am looking for an apprenticeship where I can help a marketing team by using my creativity and skills.



## Tips:

- » Decide who you want to meet and talk to, and find out where in the event area they are located. See page 11.
- » Show genuine interest in the company/university by researching before speaking to them.
- » Keep up-to-date with the organisation's current news through their LinkedIn or socials. This can provide some good pointers.
- » When you speak to the company, try to show how you can provide immediate value to the company in terms of your experience and skillset.
- » Make sure that your message is concise and informative.
- » Be prepared for employers to ask for your CV after you've given your pitch and then to ask you questions about what you have listed on your resume.
- » Practice your pitch until it sounds natural, not rehearsed.

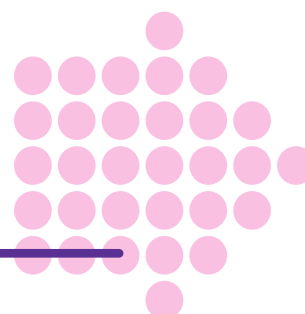


## Questions you could ask the organisations








- » What do you enjoy about working for this organisation?
- » What do you find challenging about working for the organisation?
- » What skill set do you look for when employing new staff?
- » What is the culture/student culture of the organisation?
- » What format does your interview process follow?
- » What is your application process like?




### Finally, a checklist to prepare you well:

- ✓ Elevator Pitch
- ✓ C.V.
- ✓ Notebook and pen
- ✓ Don't forget to save a copy of this guide!










# Higher Education

Organisation	Brief Background (Information supplied by the institutions)
<b>NESCOT Higher Education</b> 	<p>NESCOT has been delivering high-quality, vocationally-relevant higher education for more than 60 years. Nescot offers university-level courses from Higher National Certificate/Diploma (HNC/D) to master's degree in a range of subjects. Visit the NESCOT Higher Education Stand and learn about opportunities to progress at NESCOT.</p>
<b>University of Lincoln</b> 	<p>Situated in the heart of a beautiful and historic city, University of Lincoln is placed among the top 30 universities in the UK for student satisfaction in the Guardian University Guide 2023, listed in the world's top 130 universities in the Times Higher Education's (THE) Young University Rankings 2022, and hold a top five-star score overall in the QS Stars rating system of global universities.</p>
<b>Escape Studios</b> 	<p>ESCAPE STUDIOS is ranked 1st in the UK for Game Design and Development and 2nd in the UK for Visual Effects and Animation within a production environment by The Rookies.</p> <p>Approved and endorsed internationally as an Unreal Engine Authorized Training Center, as well as both Rookies and Houdini certified schools.</p>
<b>University of Roehampton</b> 	<p>During 2016 and 2017, Roehampton celebrated the foundation of one of their four historic Colleges, Whitelands, which was established in 1841 by the National Society. As one of the pioneers of training women as teachers, the University through Whitelands College has provided higher education to women for longer than any other institution in the country.</p>
<b>University of Plymouth</b> 	<p>University of Plymouth is a university of pioneers, advancing knowledge and transforming lives. Part of the Top 5 in UK Young University in the 2022 Times Higher Education Young University Rankings, with over 4,500 University of Plymouth students per year benefit from placements and work-based learning.</p>
<b>St. Mary's University</b> 	<p>St Mary's University offers a small and safe campus environment with excellent facilities, whilst being just a short journey away from the hustle and bustle of Central London.</p> <p>St Mary's has a strong and supportive community of students and staff, creating an environment where everyone can thrive. Their focus is on quality not quantity, and this is reflected in St Mary's being rated top 10 in the UK for teaching quality and top 5 in the UK for student experience (The Sunday Times Good University Guide 2022).</p>
<b>University of Chichester</b> 	<p>The University of Chichester is a thriving higher education institution which was recently recognised as a one of the top-25 universities in the UK (Guardian University Guide 2022). Its origins trace back to 1839 when it was founded as a training college by William Otter, the Bishop of Chichester.</p> <p>Its students are also among the happiest in the UK, according to the National Student Survey (NSS) 2022 which placed it among the UK's top 40 for high student-satisfaction.</p>

Organisation	Brief Background (Information supplied by the institutions)
<b>Pathways to Property</b> 	Led by the Reading Real Estate Foundation (RREF) at Henley Business School, University of Reading, Pathways to Property is generously supported by leading real estate firms and a number of charitable trusts and individuals.
<b>Teesside University London</b> 	Teesside University London is based at Here East in Stratford. Think a vibrant, contemporary space where you can study in your preferred way. A mix of quiet spots and collaborative areas.
<b>Aberystwyth University</b> 	Aberystwyth University continues to receive recognition for excellence in teaching and student experience. From academic excellence and student satisfaction, Aberystwyth University pride themselves on their welcome and inclusivity located in one of the most breath-taking Mid Wales. They are proud to be consistently recognised as a leading UK University.

## Employers and Career Opportunities





Organisation	Brief Background (Information supplied by the organisations)	Career Opportunities and Job Vacancies
<b>Surrey Police</b> 	Surrey Police is the territorial police force responsible for policing the county of Surrey in South East England. Surrey Police provides training and development, a meaningful career path, support for you to be yourselves and develop to be the best you can be to contribute to Surrey Police's mission to making Surrey the safest county it can be, making a positive difference in the communities we serve.	Up to 50+ Career Opportunities in Surrey & Sussex area.
<b>SCL Education</b> 	<p>SCL Education is an Ofsted registered activity experts who create engaging experiences for children to have fun, learn more and move more.</p> <p>With over 20 years' experience in the active childcare industry, we have developed a unique approach to unlocking children's learning potential, nurturing their imagination, and engage children to discover new experiences.</p>	SCL Education is looking for Term Time and Holiday Time Activities Assistants - Supporting kids aged 4-11 with fun activities at either Breakfast/Afterschool or Holiday time.





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<b>Busy Bees Epsom</b> 	<p>Busy Bees runs 379 exceptional nurseries spread right across the UK and Ireland - and more overseas. Whichever you choose, you'll find the rich learning opportunities and warm, nurturing environments that parents and children love. Busy Bees is NHS Accredited.</p>	<p>Nursery vacancies and other career opportunities open for Qualified &amp; Unqualified.</p>
<b>Metro Bank</b> 	<p>Metro Bank first opened its doors in the summer of 2010, the first high street bank to open in the UK in over 100 years. Customer focused, concentrating on people-people banking and colleague culture.</p>	<p>Apprenticeship schemes available with no banking experience required.</p>
<b>Fennies Day Nurseries</b> 	<p>Fennies Day Nurseries, private chain of day Nurseries operating for 30 years across London, Surrey and Kent.</p>	<p>Fennies Day Nurseries offer careers from apprentice, Level 2, 3, and 6 in early years. Provides first-rate in-house training, progression giving their employees clear career paths.</p>
<b>Beaverbrook</b>  BEAVERBROOK	<p>Beaverbrook is a carefully curated collection of two luxury hotels; an estate surrounded by the Surrey Hills and an urban Town House in central London. Both properties blend the elegant with the familiar through excellent guest service, and pay tribute to their namesake's, Lord Beaverbrook, glamorous past.</p> <p>What binds their hotels together is the Beaverbrook ethos – warmth and thoughtfulness that makes every guest and employee journey unforgettable and that reflects their approach to exceptional experiences.</p>	<p>Beaverbrook offers fantastic opportunities for talented, committed and passionate employees who are looking to secure a career within a luxurious English Estate.</p>
<b>Raven Housing Trust</b> 	<p>Raven is here to make a difference, working as a team to build homes and change lives. We're also ambitious: a sector-leader in carbon reduction, with commercial ventures and a focus on the future.</p> <p>We employ a responsive repairs team to manage our housing stock proactively.</p>	<p>Raven Housing Trust offers trade-based apprenticeships and renewable technologies opportunities.</p>
<b>Camp Beaumont</b> 	<p>Join the fun with Camp Beaumont this holiday #HaveFunGetPaid. Camp Beaumont is a leading provider of holiday day camps across the South of England.</p> <p>Lead and deliver inspirational workshops to children and young people across the school holidays at one of our award-winning day activity camps!</p>	<p>Are you looking for a fun &amp; flexible job which works around your studies? Join our team!</p> <p>No experience is necessary, full training will be provided (we'll even pay you to attend!)</p>



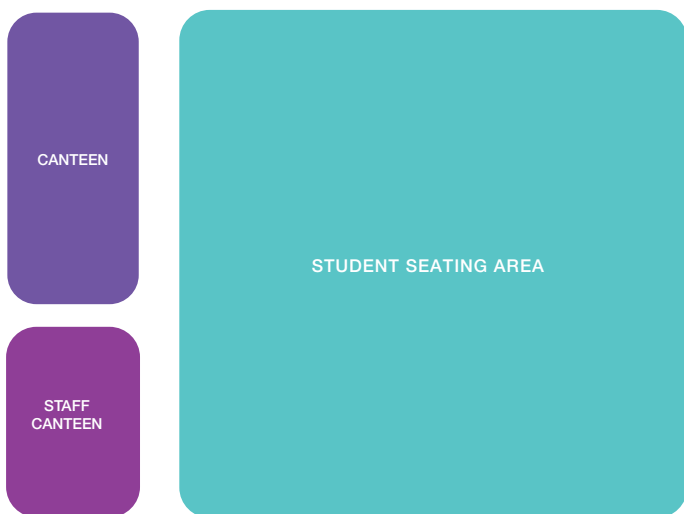
Organisation	Brief Background (Information supplied by the organisations)	Career Opportunities and Job Vacancies
<b>Trinity Homecare Group</b>  	<p>Trinity Homecare is a multi-award-winning home care provider that's committed to supporting life's journeys. From compassionate companionship to heartfelt and respectful personal care, our committed team will be by our client's side to support them in their own homes.</p> <p>Their live-in and visiting care services are regulated by the Care Quality Commission. Trinity Homecare Group achieved an 'Outstanding' rating in their last inspection which means they are proven to provide safe, effective, caring, responsive and well-led services.</p>	<p>Trinity Homecare Group is providing Care Assistant opportunities covering days, evenings or weekends, suitable for students who want to gain more hands-on experience in the care sector. Whether you have a background in health and social care or wants to explore new opportunities, Trinity Homecare Group can provide you with training and experience.</p>
<b>Lidl</b>  	<p>Proud pioneers in the world of retail. Lidl has over 935+ stores, 13 warehouses and 28,000 colleagues in the UK alone. One of the fastest growing retailers and are committed to feeding the nation.</p> <p>But it doesn't stop there. Our ambitious plans for UK growth over the coming years show we don't like to stand still. We are looking to continually improve and strive to make the Lidl experience exceptional for all, from our customers to colleagues.</p> <p>We have exciting opportunities for ambitious, passionate and motivated people to join our busy environment, where you will be challenged to make progress and provide what people need.</p>	<p>We provide Graduate roles and Placement schemes up and down the country including our Head Office. Our Head Office is based in Tolworth, Surbiton and consists of many different opportunities across different business areas, such as Marketing, Buying, IT, HR and Finance. We are constantly growing and consistently recruiting entry level roles across all these business areas.</p>
<b>Pimlico Plumbers</b>  	<p>Pimlico Plumbers is London's largest independent servicing and maintenance company since 1979. The Pimlico Group is based in our London headquarters, where the contact centre is staffed 24 hours a day, 365 days a year.</p> <p>Our multi-skilled, multi-trade team of more than 200 workers deliver unrivalled services to both residential and commercial customers in and around the M25, with a fleet of fully equipped Pimlico vehicles helping them get the job done.</p>	<p>Potential apprenticeship intake of the following trades: Plumbing and Heating, Electrical, and Carpentry.</p>
<b>Chessington World of Adventures</b>  	<p>We are proud to be Britain's Wildest Adventure with a Theme Park with over 40 rides and attractions, a Zoo with more than 1,000 animals, plus a SEA LIFE aquarium, as well as two themed Hotels and Explorer Glamping.</p>	<p>We have seasonal positions available across our Theme Park, hotel and Go Ape.</p>



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<b>Jockey Club Catering</b>  	<p>Jockey Club Catering is offering casual work in high end hospitality and retail areas during major events.</p>	<p>Jockey Club Catering offers Casual work opportunities with flexible hours, and a high-end hospitality experience.</p>
<b>Surrey Downs Health &amp; Care</b>  	<p>Surrey Downs Health and Care (SDHC) deliver care closer to people's own communities through our Primary Care Networks and our innovative partnership of local NHS organisations.</p> <p>Surrey Downs Health and Care has a track record of providing person centric care that goes beyond organisational boundaries to do what is best for the individual.</p>	<p>Surrey Downs Health &amp; Care offers wide range of career opportunities. Inquire in their stand to know more about their vacancies.</p>
<b>T Brown Group</b>  	<p>T Brown Group is a mechanical, electrical and building services company covering the construction, installation, servicing, maintenance and repair of assets and infrastructure for a range of local councils, social landlords and housing associations.</p>	<p><b>T Brown Group is offering:</b></p> <ul style="list-style-type: none"> <li>• Domestic Gas Apprenticeships</li> <li>• Commercial Plumbing Apprenticeships</li> <li>• Electrical Apprenticeships</li> <li>• Customer Care Opportunities</li> </ul>
<b>Nuffield Health</b>  	<p>Nuffield Health is the United Kingdom's largest healthcare charity. Established in 1957 the charity operates 37 Nuffield Health Hospitals and 114 Nuffield Health Fitness &amp; Wellbeing Centres. It is independent of the National Health Service and is constituted as a registered charity.</p>	<p><b>Nuffield Health offers:</b></p> <ul style="list-style-type: none"> <li>• Contact Centre roles</li> <li>• Technology</li> <li>• Finance</li> <li>• Nursery Nurses</li> <li>• Childcare practitioners</li> <li>• Personal Training</li> <li>• Swim instructors</li> </ul>

Organisation	Brief Background (Information supplied by the organisations)	Career Opportunities and Job Vacancies
<b>Royal Automobile Club</b> 	<p>The Royal Automobile Club is an exclusive world-class private members club, with 2 stunning clubhouses in London and Epsom. Providing a first-class service offering accommodation, dining, sports and leisure facilities for the enjoyment of our members and guests.</p> <p>We have a variety of roles in an amazing environment working in some great, high performing teams. We offer a fun place to work with staff social events along with great benefits, career development and full training provided.</p>	<p>Full time and fixed term contract vacancies include: Chefs, Bar Staff, Waiting Staff, Room Attendants, Cleaners, Gardeners, Sports Assistants, IT Roles, and much more!</p>
<b>NESTOTS</b> 	<p>Nestots opened in 2003 and provides full day care for babies and children aged 3 months to 5 years. Our small, friendly nursery is tucked away in the grounds of Nescot College's leafy green campus. We have a loyal and dedicated team, most of whom have been working with us for 12 years on average. This helps the children to get to know and build relationships with all members of staff in the nursery and settle quickly as they progress through the different rooms.</p>	<p>Nestots, an Ofsted-rated 'Good', 90-place nursery in Ewell, is recruiting for a number of posts for qualified early years practitioners (Level 2, Level 3 or higher early years qualification required). Visit our stand if you are seeking employment in the early years sector.</p>
<b>NESCOT Apprenticeships</b> 	<p>As an education provider of more than 60 years, NESCOT has been connecting people with ambition to businesses with vision. We have fantastic teaching facilities including a full equipped construction centre. Our specialist staff have knowledge spanning many different industries and an excellent long-standing working relationships with local employers.</p>	<p>We have many apprenticeships for you to choose from, ranging from Business, and Computing, to Early Years, Carpentry, and Gas Engineering.</p>
<b>NESCOT Learning Support</b> 	<p>As you apply to study a university-level course at Nescot, and while you are a student with us, you will able to access a large range of support, both in and out of the classroom.</p>	<p>Support for students with additional learning needs. Inquire with the NESCOT Learning Support team on how we can help you.</p>

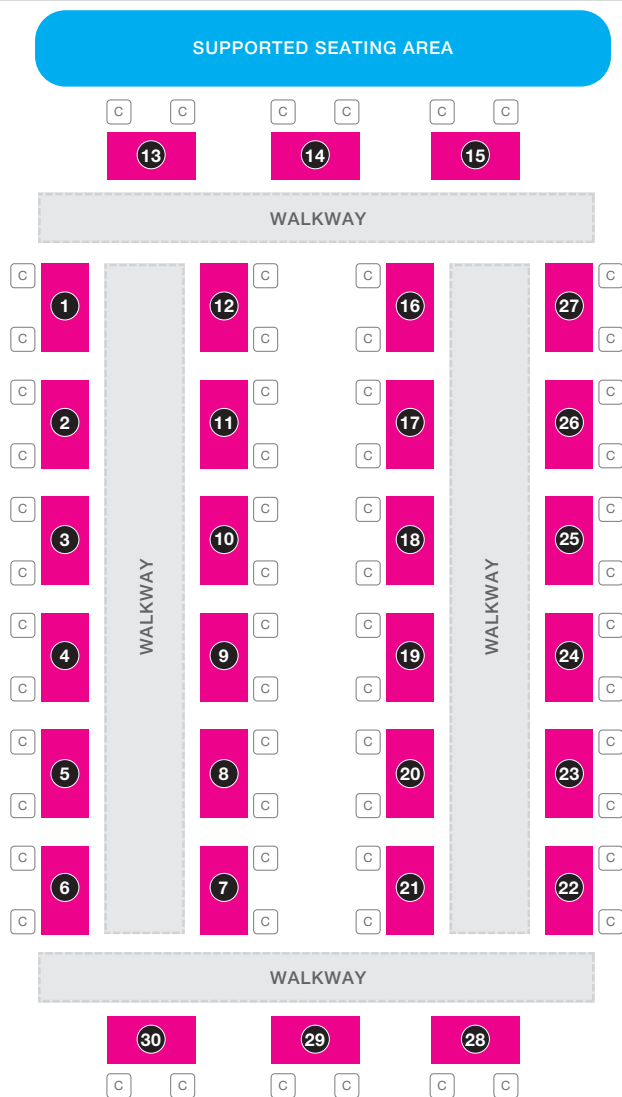
## Where can you find our exhibitors?



KEY:

**C** CHAIR

## THE REFECTORY



TO HE COMMON ROOM →

- |    |                                 |    |                            |
|----|---------------------------------|----|----------------------------|
| 1  | SURREY POLICE                   | 16 | NUFFIELD HEALTH            |
| 2  | SCL EDUCATION                   | 17 | ROYAL AUTOMOBILE CLUB      |
| 3  | BUSY BEES EPSOM                 | 18 | NESTOTS                    |
| 4  | METRO BANK                      | 19 | UNIVERSITY OF LINCOLN      |
| 5  | FENNIES DAY NURSERIES           | 20 | ESCAPE STUDIOS             |
| 6  | BEAVERBROOK                     | 21 | UNIVERSITY OF ROEHAMPTON   |
| 7  | RAVEN HOUSING TRUST             | 22 | UNIVERSITY OF PLYMOUTH     |
| 8  | LIDL                            | 23 | ST. MARY'S UNIVERSITY      |
| 9  | TRINITY HOMECARE GROUP          | 24 | UNIVERSITY OF CHICHESTER   |
| 10 | PIMLICO PLUMBERS                | 25 | PATHWAYS TO PROPERTY       |
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| 12 | JOCKEY CLUB CATERING            | 27 | ABERYSTWYTH UNIVERSITY     |
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