

Appendix 2

Career case studies of Salford University international alumni: supplied for the AGCAS PMI2 project

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1. Bas Hollander, Chief executive, Dynamic Logistic Systems (DLS), USA



In 1997, Bas Hollander graduated with a BSc in Modern Languages and Marketing from the University of Salford. His nationality is Dutch and American, but Bas' country of residence is the USA. He speaks fluent English, French, German and Dutch. Bas currently manages the North American office of [Dynamic Logistic Systems \(DLS\)](#). He explains why he chose to study at Salford University:

“My brother studied in the UK, and I wanted to do that too. My goal was to study marketing, and I applied to several universities. Salford accepted me as a foreign student. The university's marketing course taught me some basic principles that I now use to market DLS' Order Release Module. I also regularly use my German and occasionally my French when dealing with companies in Germany and Quebec. However, the theoretical principles I learnt are often a little different from reality!

When I graduated from Salford, it was quite difficult finding a job in the UK as a student who hadn't gone through the British school system. It was tough to compete with the thousands of British applicants for corporate graduate job programs. It seems they filter based on GCSE and A-level results and if you can't fit that pigeon hole you're easily filtered out. I had more success applying for jobs via recruitment agencies.

Although I attempted to get marketing management jobs in the UK, I found my first job by chance as a software trainer for a local company called SkillSet Ltd that needed a fluent Dutch speaker. Via this job I got experience with JD Edwards ERP software. I then applied and got accepted as a distribution software consultant with JD Edwards in Stokenchurch, Buckinghamshire, where I met my American wife. In this period, my father started a new distribution related company called Dynamic Logistic Systems in The Netherlands. So, in 2001, my wife and I moved to the Netherlands where I worked for my father's company. In 2004, my wife and I decided to move to the USA where I started DLS' North American Office. This is my current job.

The tasks involved in my job are marketing, sales, company management, purchasing, administration and advertising. I enjoy the sales meetings and

presentations. I also get a thrill from securing a sale. However, I dislike doing the mundane corporate administration tasks such as tax applications, expense reports and accounts payable.

My careers advice to current international students is to use your foreign language to your advantage when looking for jobs, even if your goal is not to return to your home country or use your language for your job. It's what sets you apart. Your first job is not going to be your dream job, but use it as a stepping stone, even if it's totally unrelated to where you want to get to. It's a million times easier to search for a job when you're employed, because having a job demonstrates that you are an employable person. Also, work paid jobs during your university years, even if you don't need the cash. It'll look much better on your resume and allows you to compete with other applicants who have more work experience!

For a successful career in the USA, foreigners will find it hard to get a work permit or a green card (unless you happen to be married to an American citizen). The easiest way would probably be to get a job with a U.S. company in the UK and try to get transferred to a U.S. office. However, it's advisable upon arrival with a work permit to start the application for a green card, because that can take years. If you want the freedom to move to another job or want to stay longer than what your work permit allows, you will definitely need a green card.

If international students/graduates want a career with my company Dynamic Logistic Systems then I would advise you to be specific with your choice of university course. We'd much rather recruit someone who graduates with a specific skill, who can be useful from day one, than someone with a very generic degree who may have a fancy title but still needs extensive training. For instance, we'd rather hire a good engineer with management aspirations and put him/her straight to work. While they are doing their job, we then train them on management skills. That way we get an immediate return."

2. Dimitris Orfanidis, Production and Quality engineer, own business, Technometal Orfanidis Sons, Greece



Dimitris Orfanidis is a Production and Quality engineer running his own business [Technometal Orfanidis Sons](#) in his native country of Greece. He obtained a BEng (Hons) in Mechanical Engineering and then continued with a PgDip in the same subject and graduated in 1999. As an international student from Greece, he explains why the University of Salford appealed to him:

“I wanted to study in Greater Manchester as it has been a pioneering region for the engineering industry, and on a pragmatic note, the cost of

living in the area was affordable for my family. I considered studying at all the Universities in Manchester and eventually chose Salford.

Whilst at Salford, I took the opportunity to contact and visit companies relevant to my future career. I also visited a lot of mechanical engineering exhibitions, and I was keen to gain as much knowledge as possible from Salford University’s practical workshops that involved turning, milling, welding and theoretical work. Whilst studying, I worked part-time in manufacturing workshops in England and during the summer break I did similar jobs in Greece.

I chose a career in mechanical engineering because it is part of my family background and I liked the idea of working in the industry. Therefore, after graduating from Salford, I immediately took over the family business as a Production and Quality Engineer. My job is demanding as it involves continuous research so I am always up to date with technologies, materials and other relevant topics. I also negotiate with customers, plan future business strategies, manage production by purchasing materials and overseeing quality control, as well as complete the paperwork for packaging and dispatch of products. Everyday tasks include the sourcing and servicing of materials, machine calculations, contacting potential customers, and using the internet. It is important that I am open-minded so that I am able to adopt new technologies.

My advice to students who want a career in mechanical engineering is that they have to like the industry, and have a good knowledge of maths, physics, materials science and technology. They also have to like working in teams as well as alone, enjoy problem solving and working under pressure. If students want a manufacturing job in Greece, they will need a lot of courage as it’s a tough business! It is also essential that they be prepared to continuously study new technologies, know how to correctly evaluate a job, be modest, confident, polite and, most of all, they must take responsibility for their mistakes.”

3. Jordi Femenia Nobell, Senior Acoustic Consultant, APPLUS, Spain



In 2003, Jordi Femenia Nobell gained a first class honours degree after completing his BSc (Hons) in Audio Technology at the University of Salford. He now works as Senior Acoustic Consultant for [APPLUS](#) in the Barcelona area of Spain. Jordi explains his decision to study acoustics:

“Since I was fifteen, I wanted to learn acoustics and chose to study at Salford because I thought it was the best university in the UK that taught acoustics. As a foreign student travelling overseas from Spain, living in another country is always very special and challenging. I learnt to be independent and fully responsible for all that I wanted or needed.

After graduating from Salford, it took me five months to find a job in Barcelona. In the past six years, I have changed jobs three times always for a better project. After working in Barcelona for a number of years, I always wondered what would have happened if I stayed in the UK... I had some job interviews but I wasn't successful. Acoustics is a very competitive career in the UK and will be in Spain very soon!”

4. Pablo Ibarguengoytia, Research Investigator, IIE Instituto de Investigaciones Electricas, Mexico



In 1997, Pablo Ibarguengoytia completed his PhD Any time probabilistic sensor validation in Computer and Mathematical Science. He now works at the Instituto de Investigaciones Eléctricas ([IIE - Electric Research Institute](#)), Mexico's research centre dedicated to the electric and oil industries, as an Investigator in Research and Development. Pablo explains the tasks involved in his job:

“I develop projects that apply Artificial Intelligence (AI) to the area of electricity. This involves proposing, defending, developing and testing different AI applications. I gain immense satisfaction from obtaining results other researchers did not expect. The downside is that the general public often resist the new tools I have developed in computing.

I partially studied at the University of Salford because Professor Holland organised a special in-house degree program between Salford and The Electric Research Institute (IIE). Therefore, I studied half of my PhD in Mexico and half in Salford. Whilst at Salford, I completed a world class high tech project and successfully defended the ideas developed in the project. I also increased my confidence to apply the new knowledge to almost any field.

When I left Salford I found it difficult to return to my normal environment in Mexico, despite only spending one and a half years at the university. However, as a newly qualified Doctor of Philosophy in Computer and Mathematical Science, I was able to propose and develop new projects and introduce new courses to the IIE.

My advice to international students/graduates wanting a successful career in Mexico is to always investigate how to improve the work we do and not to be content to stand still. For non-Mexicans who would like to work here, accept the challenge of living and working in another country. It is extremely important that international students are aware of how different life is in a country that is not their own, and that they learn positively from the experience. This process will have started as a student in the UK.”

5. Flacia Nyamu, Freelance fashion consultant, Kenya



An international graduate from Kenya, Flacia Nyamu graduated with a BA (Hons) in Fashion from the University of Salford in 2000. The programme encouraged students to balance realism with individual creativity in fashion design and styling, which gave Flacia “an opportunity to explore my talent”. She explains her decision to study at Salford:

“I wanted to study in a university that has a close link with the garment and textile industry. Greater Manchester has always been the hub of the textile and garment industry, and its factories that are either still in production or have been turned into museums provide an additional learning source. Salford University sharpened my skill in styling and mood board presentations, as well as giving me an experience in graphic design for the European market. In addition, living in England was exciting because I learnt about English culture, food and history. I also travelled to different places such as Wales, Scotland and Liverpool.

I found it easy finding employment in the development sector after studying at The University Salford, because I had specialised in both entrepreneurship textiles and fashion design. I discovered that development agencies wanted someone with combined entrepreneurship, textiles and fashion skills, which is a rare specialisation. Ordinarily, agencies have to recruit both a business specialist and a fashion/textile specialist for one position.

I have worked in vocational institutions, government departments and non government institutions' in Kenya, Malawi and Cameroon. I provided training and consultation in garment making, textiles and entrepreneurship projects. The experience has sharpened and developed my creative skills and ability that I had gained at Salford. I am also a MBA graduate of ESAMI & Maastricht business school and specialized in governance and management of micro and small enterprises. The MBA has further enhanced my ability of analysis of fashion, textiles and entrepreneurship global markets.

Currently, I am self-employed and based in Kenya. I train and advise creative artists in tie-dye batik, printing and fashion design and assist entrepreneurs who wish to start and run their own businesses. I also work with development agencies to build and implement programmes in creative arts for micro and small enterprises. I enjoy the creative aspect of my job; whether it is developing a design, compiling a training programme or being involved with partnership development. Even the challenges I face often become learning moments or opportunities.

My advice to international students is to be decisive about the career path they wish to pursue after graduation such as choosing whether to be self-employed, an employer or an employee. This choice will help them decide which skills to sharpen and who to network with in preparation for their ideal job.”

6. Joseph Rurangwa, Freelance conference interpreter, Rwanda



In January 2005 the international Rwandan student Joseph Rurangwa graduated with a PG Diploma in Translation and Interpretation. He is now a professional Freelance Conference Interpreter in French/English based in East Africa and is a member of the prestigious [International Association of Conference Interpreters or AIIC](#).

“I decided to become a Conference Interpreter after serving in a Translation company as a Conference Systems Technician and realised how large the demand was for Conference Interpreters. A couple of seasoned Conference Interpreters advised me to change my education plans from Construction Engineering to Languages with a focus on Interpretation and Translation.

I chose to study at Salford as alumni students I met shared with me the University’s excellent reputation in Translation and Interpretation and offering a dual qualification, i.e. both as Translator and Interpreter. Completing the Salford’s programme developed my appreciation for excellence as a self-reflecting professional as well as mastering a series of current translation strategies developed by various translation experts/theorists as much as experience developed by international bodies such as the EU.

Since leaving Salford, I have achieved AIIC membership giving me a much appreciated recognition from colleagues in the profession as a standard keeper in such a demanding line of work.

Budding interpreters should be mobile as much as possible, be open to new ideas, be creative with a pen and pad, follow rules, think big as well as plan for hard times, and be willing to make and keep friends because they come in handy in many ways...”

7. Sabine Liu, General Manager, UBM Asia Ltd's Taiwan Office



In 1993, as an international student from Taiwan, Sabine Liu completed her Masters of Business Administration (MBA) programme at the University of Salford. She is now General Manager of [UBM Asia Ltd's](#) Taiwan Office. UBM Asia is the leading organiser of associated print and online media exhibitions in Asia, and the biggest commercial exhibition organiser in the two fastest growing markets in Asia: China and India. Sabine explains her decision to study at Salford University:

“Time and money were two major concerns. I chose Salford for its one year MBA course and competitive tuition fee. The MBA was useful because I acquired basic knowledge on finance and management, which complemented my ten years experience working in international trading. For example, the finance/accounting/marketing skills that I learnt at Salford has helped me a lot in my current job where I draft marketing plans, estimate the annual budget and monitor company P&L. Also, I think studying in England increased my chances when I applied to United Business Media (UBM) because it is a UK company.

When I left Salford, I worked in various jobs in Taiwan. The first one was as an overseas department manager for an alcoholic beverage importer/agent. I then worked as an Assistant to the General Manager for a machinery importer/agent. My third job was as an overseas sales manager for a cosmetic package manufacturer. I'm currently the General Manager of the Taiwan branch office of United Business Media Asia, where I manage all functions of the office from accounting and personnel to sales development. I

particularly enjoy the sales side of the business, but dislike the HR/Personnel aspects of my duties.

My careers advice to international students is to be flexible, and fully understand your interests and abilities. Then decide on a career and go for it! If you are lucky enough to get a job, do your best to serve the company and be willing to adapt yourself to their changes or demands.”

8. Bettina Zingler, Freelance translator and interpreter, Germany



In 2005, the German international student Bettina Zingler completed an MA in translating and Interpreting at the University of Salford. She now works freelance as a translator and interpreter in English and Spanish. She is also a member of the [BDÜ](#) – Germany’s largest Association of Professional Interpreters and Translators. Bettina explains why she chose a career in translating and interpreting:

“I love languages, always have. Once I learnt to read, I basically read everything I came across. I have not spent a single day without reading at least something. In school, language-related subjects were my favourites and I have always found language-learning easy, fun and absolutely intriguing. When I was about to finish school and it was time to decide on a career, I saw an advertisement for a translation college on the bus. That moment I simply knew that this was my path, that translating was for me. This might sound silly but it is true nevertheless.

Then, two years later, Ian Foster and Kirsty Heimerl, two members of staff from the University of Salford, came to my college in Germany. They introduced Salford University and the courses the School of Languages offered and...did a very good job! It is always a plus when you have already met some of your lecturers before you apply to a university. In the end, when two universities accepted my application, I chose Salford because their course had a stronger bias towards practical training. It was a good decision because my interpreting skills improved enormously at Salford due to much more extensive and challenging training than I’d had in Germany. I also found it extremely easy to find a job because one of my lecturers at Salford established a contact with Audi Akademie in Ingolstadt, Germany (an Audi subsidiary). His recommendation got me a placement there. Afterwards, I was offered a full-time contract. When my contract expired and was not extended, I decided to go freelance as a translator and interpreter.

I’m very fortunate to work in my ‘dream job’ where I always learn something new particular to translating and interpreting. It involves a wide variety of tasks that include preparing for assignments, research, talking to and trying to find new clients, advertising, writing offers, bills and bookkeeping. However, I dislike all those ‘self-trained’ translators who think English is an easy foreign language to learn. Of course, they can speak it perfectly (haha). I’ve also come across clients who only want to work with ‘experienced’ translators. They leave the task of giving less experienced translators the chance to prove themselves to others. All those people can really make your life miserable.

My advice to anyone wanting a successful career in translating and/or interpreting is that you should first obtain a placement, as they are a good way to gain a foothold in the job and learn more about it. After the placement, don't be afraid of going freelance because in this industry full-time jobs are rare. Today, many companies only have small translation departments or none at all. When you first go freelance, it might be a good idea to work part-time until the translation business picks up. However, you should be aware that you are committing yourself to a time-consuming career. I know many successful translators who earn good money but they work all day, in the evening, at weekends, and in the holiday season.

I must stress that it takes a lot of hard work to become a good translator and/or interpreter and that the learning really never ends even after finishing university. If you think your language skills are good after finishing school, forget it. After translation training they will be - have to be, actually - at a completely different level and even this high level will need increasing. You will have to keep educating yourself and stay inquisitive for the rest of your life, even more so than in other jobs.

Potential translators and interpreters should also be aware that you will be working in a field that is not well respected in our world. A translator and interpreter can have a university degree but s/he does not have to. On the contrary, anyone can call her/himself a translator even without any proper training. All s/he has to do is to convince his clients that s/he is good enough. This means that you will face a lot competition from so-called 'self-trained' translators who are not ashamed to work at extremely low rates, which further undermines the poor image society has of our job.

I know many things I said about the translation industry sound quite negative. However, these are aspects students should be aware of. I find it extremely annoying that I could go on about them forever. I hope I did not shy anyone away from a future career in this field. I did not mean to because it is a great job and I love it."

9. Hajah Rosni Hj Yussof, Supervisory Engineer, Radio Television Brunei



In 2000, Hajah Rosni Hj Yussof graduated with a BSc in Media Technology. She now works as an Engineer for [Radio Television Brunei](#). Although she is from Brunei Darussalam, Hajah Rosni explains her decision to study at the University of Salford:

“Salford had an available broadcasting course from which I gained valuable practical and communication skills by becoming experienced with the equipment. My BSc is mainly relevant to my current job involving maintenance engineering and system design, but it was also essential to obtain good marks and experience.

My advice to current international students is to take a course that is relevant to the career you wish to pursue. It will therefore be easier to find work you are good at. As an engineer, it was essential that I had had previous practical experience so as to be a good role model for employees wishing to be promoted to my position. Therefore, teamwork and a willingness to listen to others are desirable skills in my country.”

10. Juan Bautista Moran, Senior Carrier Technical Manager, Research In Motion, Spain



Juan Bautista Moran studied for an MSc in Data Telecommunications and Networks and graduated in 2001. He now works as a Senior Carrier Technical Manager for [Research In Motion](#) who make the Blackberry. Juan explains his decision to study at Salford:

“I was studying for a Physics degree at the University of Zaragoza in Spain when I discovered that my university had an agreement with Salford to accept Erasmus students. As a result of this discovery, I completed the final year of my Physics degree at the University of Salford. I studied Physics because I felt really passionate about becoming a meteorologist. However, early in my career, I discovered that telecommunications also motivated me and it probably had a brighter future. It was then I decided to study an MSc in Data Telecommunications and Networks, and chose Salford because I really enjoyed the experience of studying Physics at the University.

The MSc I obtained from the University of Salford provided me with the right skills to start my professional career in telecommunications. This is due to the knowledge I acquired from the course’s more theoretical modules, and from being given lots of practical work and lab sessions. Orange PCS Ltd in Bristol offered me my first job halfway through my MSc but I did not start the Engineering Graduate Scheme until after I had graduated. I was also offered employment by two other companies around the same time. Therefore, studying an MSc opened many opportunities for me because the moment I included the qualification in my CV, the job offers soon came.

As a result of my MSc, I have never been unemployed. In September 2003, after completing the Engineering Graduate Scheme, I joined Vodafone UK Ltd in Newbury, Berks and was transferred to Vodafone Spain, Madrid in April 2008. I started my current job with Research In Motion (RIM) in March 2009.

My main responsibility at RIM is to ensure that, by using a Tier 1 wireless carrier, a product is technically acceptable for a successful launch. I usually get involved with a product around six months before its planned launch date. This involves key technical skills that are required to analyse and manage the issues reported by the wireless carrier and discuss them with our development teams. However, my job also requires soft skills such as negotiation, communication, risk management and project planning. I find my work rewarding, challenging and fun as it involves international travel and meeting people from completely different cultures. Yet the workload and pressure can be overwhelming. Also, I often find it difficult to balance my professional and personal life.

My advice to current international students is that although you may feel lonely being away from home, it is better to try and enjoy your experience at Salford as much as possible. Do not be in a rush to return to your home country, but explore the career opportunities the UK has to offer. Your international experience will be highly valued when you return home. For instance, a successful career in Spain is dependent on the person being highly proficient in English. Therefore, being part of an exchange program like Erasmus with a UK is an opportunity I highly recommend.”

11. Daniel Santos Reyes, Head of Postgraduate Studies, Universidad Tecnológica de la Mixteca, Mexico



Universidad Tecnológica de la Mixteca

Labor et Sapientia Libertas



In 1999, the Mexican international student Daniel Santos Reyes completed his PhD in Product Design. He is now Head of Postgraduate Studies at the [Universidad Tecnológica de la Mixteca](#), where he manages the university's entire postgraduate community. Daniel explains why he chose to pursue an academic career:

“I have always been very interested in academia, teaching and doing research. I think that education is fundamental to a better future in society, and that the key to any career is passion. Passion makes good professionals. My passion for academia enables me to make the day-to-day decisions, implement plans, coordinate activities, supervise, teach, conduct research and collaborate with local businesses. It gives me huge satisfaction knowing that I am part of the fundamental process designing the future of my region, my state and my country. However, these goals are difficult to achieve when there is little support from the higher levels of the university's administration.

I chose to study at the University of Salford because it had a researcher with the expertise and research projects I was interested in. Whilst at Salford, I learnt to conduct scientific research but, most importantly, I learnt to communicate with people. Then, once I had obtained my doctorate, I found it easy to find a job since I was part of the Mexican repatriation programme. Also, my research subject was design for the environment which was a hotspot at the time and still is today. So I was a kind of pioneer who was immediately offered positions in various Mexican universities, but I took the one located in my birthplace. It was a lectureship position at the Mixteca University of Technology in my state, Oaxaca, Mexico. After a few months, I was offered the position of Head of Industrial Engineering department (2001-

2009). Then, due to my achievements in the Industrial Engineering Department, I was offered the position of Head of Postgraduate Studies Division in early 2009. In this position, I led various teams that have designed and implemented Masters' Degrees in Robotics, Fashion Design, Furniture Design, Mathematical Modelling, Applied Computing, Advanced Manufacturing Technology and Intelligent Systems, as well as PhDs in Robotics, Mathematical Modelling, Applied Computing and Intelligent Systems.

If non-Mexican international students wish to work in Mexico, it is important to speak the language and accept and understand the country's cultural issues. They should also identify their passion for a particular academic field. Otherwise, it will be very difficult for them to find a job or easy to underperform in a particular position.”

12. James P. Santos, Professor, Centro Universitário CESMAC, Alagoas, Brazil



In 1992, James P. Santos completed his PhD The utilization of EIA techniques in food and cash crop systems of Brazil at the University of Salford. He is now Professor at [Centro Universitário CESMAC](#), a private university in Alagoas, Brazil.

“I chose a career in environmental sciences because I was born and grew up in a sugar cane producing state (Alagoas), which is the second most important sugar cane and alcohol producing state of Brazil. Sugar cane is grown because it is both economically and environmentally beneficial for Brazil. It is a crop I have known and worked with for a long time and it led to me becoming an agronomist.

In my job as an environmental scientist, it is important to be dedicated, competent and continuously involved in research. The rewards are that the work is challenging and yields interesting results. My job is also socially acceptable because the world needs environmental science specialists. However, the long term results from my work raise concerns about the future of the world’s ecology.

I decided to study at Salford because I needed a PhD to improve my professional background and friends’ recommended the university. Salford also complemented my previous experience in the USA where I took an MSc degree and developed my teaching abilities. Living in Salford was also an interesting experience for my family. My wife, who is a psychologist, had amazing learning moments at the Salford College of Technology. Also, my three children at that time (now adults) enjoyed extraordinary experiences at Salford’s high schools.

Since leaving the University of Salford, I terminated my academic obligations in the Federal University of Alagoas early in 1994. From 1993 to 2004, I taught and coordinated lessons at a school teaching in English and from February 1998 to the present I have been a Professor of Centro Universitário CESMAC.

My advice to current international students is to consider the emphasis that has been given to the world’s ecology when planning and deciding on their future. If International students do pursue a career in environmental sciences, they have to be confident and well prepared. In my experience, it is common to see people who do not contribute to the field and disregard other people’s good intentions and work. Therefore, it is not always easy for an environmentalist to defend her/his point of views.”

13. George Natar, Trainer and Compliance Officer, Alpha Insurance Ltd, Cyprus



Cypriot-born George Natar is currently a Sales force Trainer for [Alpha Insurance Ltd](#), based in Nicosia - Cyprus. Graduating with an [MSc in Marketing](#) in 1996, Natar found that his time spent at Salford University helped build his job prospects and interpersonal skills.

I chose to study at Salford as it was the only university at that time specialising in Marketing at a postgraduate level, and was known for its excellent reputation in computer studies. I knew that I could benefit from both areas of expertise. Being close to Manchester was also part of the reason, as both Manchester and Salford were great places for international students. While I was studying for my MSc I developed relevant skills. For example, we were required to do a number of presentations on a variety of subjects, which provided me with the necessary techniques and skills to be able to tailor my presentations according to the audience. Through the feedback that was given, I was able to improve not only my technique but found that my confidence also improved. This has served me well in my career.

Once I completed my studies, I found it very easy to find my first job as a Trainee Adult-Trainer for a small business consulting firm in Nicosia, Cyprus. Having lectured for over 2000 training hours in areas such as selling,

marketing, and organisational behaviour, and also assisted small consulting projects concerned with performance appraisals and motivation schemes, I decided after 8 years to change my career direction. Moving to a bigger company, I am now a Trainer and Compliance Officer for Marketing and Business Administration within the insurance branch of Alpha Bank.

My current role entails planning, organising and implementing training programmes, plus monitoring the compliance of the company to EU regulation; my typical tasks are attending to training administration, setting budgets, and evaluating external training programmes. The most gratifying aspect to my job is receiving positive feedback from trainees; but I least like having to juggle simultaneously lecturing and administration, as it can be difficult to concentrate.

For those wishing to pursue a similar career to mine, the main tip is to always try to extend your knowledge, as you will be able to engage in tasks more effectively. This can be done by trying to be at the centre of information within the organisation, acquiring and organising all the relevant information on a regular basis, as it enables you to not only manage situations but also lead them.

In my opinion, Cyprus is in need of professionals who have specialisms in technology, as there are many candidates for public jobs such as doctors, hotel managers and lawyers, but not so many for hi-tech jobs.

For international students thinking about their future career, my advice is to be motivated by what you “want to do”, and not by what you ‘must do’. We are all shapers of our future, so always follow your instincts. I also recommend giving the priority to family and home life. I am married to Elena and have 3 children - I believe that the right balance between work and family time can add to a successful career, since a good career offers better family life, and a better family life can motivate an evolving career (it is one of the things I consider as “want to” rather than a “must do”).

14. Panagiotis Xenos, IT Engineer, Ministry of Public Health, Greece



Greek-born Panagiotis Xenos works as an IT engineer for the [Ministry of Public Health](#) in Greece. Graduating with an MSc in [Telecommunications and Networks](#) in 1996, Panagiotis says his further study made him an ideal candidate for employers.

My decision to study at Salford and not another university was largely down to the high degree of specialism the course offered. I was also aware of the good reputation the University had in this course, and its ability to train students to become professionals in the telecoms industry.

Once I had completed my MSc, I applied for five different jobs, both in the UK and Greece, and was offered a job by all five companies. My first job was with Intracom Telecom, Greece's largest multinational provider of telecommunications products, solutions and services, which involved supporting the country's ATM network. I took up this job offer as the nature of the work was a continuation of my MSc thesis, so found my studies to be especially relevant. While I was there, I would switch between Internet Protocol and Multiprotocol Label Switching using Cisco Equipments. After eight years, I left to join OTEGLOBE, which is a provider of international telecommunications wholesale services, where I worked in the design and developing department for two years.

Currently, I'm working in the IT department at the Ministry of Public Health in Greece. Typical tasks for this job role are providing technical support to the Ministry and integration solutions, and giving marketing presentations to professionals.

I've always wanted to work in telecommunications as I not only find it interesting, but it is also an ever-changing industry. Studying at Salford University provided the necessary IP and general skills that are essential to first secure a job and do well, but also to keep abreast with the constant developments.

15. Rami Al-Awartani, Project Manager, Omnix International L.L.C, Jordan



Jordanian-born Rami Al-Awartani is employed as a Project Manager for the Middle Eastern software company, [Omnix International](#). Graduating with an MBA in [Business Administration](#) in 2008, Rami found that his Master's has made him stand out from the crowd in a highly competitive job market.

“My reason to study at Salford University was a financial one: the tuitions fees matched my financial budget at the time. Whilst studying for The Salford MBA, I gained a lot of skills and experience in different areas such as decision making, business analysis and strategic thinking. Moreover, the course dramatically improved my communication and presentation skills as students were encouraged to engage in presentations both individually and as groups to different types of audience.

“One of the requirements of the MBA was to have a minimum of 3 years managerial work experience, experience I'd gained from working in the call centre industry. As I had worked on an application from [Oracle](#) - the world's leading supplier of information management software - called Siebel CRM, I was a good candidate for the company I work for right now, who provide solutions and professional services based on the Siebel Business Application.

“Despite the amount of experience I'd gained before studying at Salford, the MBA made me different from other job candidates in that I did not only have managerial and business experience, but I also had an advanced understanding of business administration. On the programme, there was a subject called Project Management and also another one called Strategic

Management. Both subject had an exceptional importance for me as I was planning to pursue a career in the project management field once I'd completed my studies.

"Typical tasks in my job include: preparing project management documentation, meeting with clients and conducting presentations, managing day-to-day project activities, and managing project resources – all typical project manager roles and responsibilities! I enjoy meeting with clients to demonstrate the company's capabilities in implementing solutions, and although it's the most vital aspect of my job, I least enjoy all the documentation that is involved.

"For anybody who is thinking about working as a project manager, I'd advise that you not only have to be a well organised person, but you also need to have excellent presentation, communication, interpersonal and team leadership skills, as project management is about managing the project resources, especially the human resources. If you don't have these skills, then no matter what education and training you get, you will never succeed in becoming a successful project manager.

"Also, to work for a company in Jordan, it is now paramount all candidates are fluent in English as Arabic is no longer enough to get a professional career.

"Current international students at Salford University would be advised to explore your job opportunities and not to rush it when planning their future. It's also important to love the work you do, and if you don't, quit and try to get the job you love, because if you love your work, then you will be productive, and if you are productive then you are successful."

16. Reem Akbari, Lecturer and researcher, University of Bahrain.

Bahraini-born Reem Akbari worked as a civil engineer before her current role as a lecturer and researcher at the [University of Bahrain](#). Graduating from the University of Salford in 1991 with an MSc in [Civil Engineering](#), Reem says her Master's supplemented the practical experience he gained before studying at Salford.

"I'd heard many good things about Salford University and its reputation, plus the location was also ideal, so made the decision to study for an MSc in Civil Engineering there. The focus of the Master's course was to nurture our transport and road design skills, and to advance our understanding of research methods, planning and monitoring, and managing skills. Once I'd completed my studies, I immediately began working for the Civil Aviation Authority in Bahrain as an airport planner. After nine years, I moved to the University of Bahrain as a researcher for Transport and Road Studies, and was soon appointed as a lecturer in the Civil Engineering department, where I continue to conduct research as well as teach. I found the course to be very relevant to all my job positions.

"As there is a shortage of people with civil engineering skills in transportation in Bahrain, the course and my previous work experience gave me a good grounding to pursue a career in this field.

"The typical tasks in my role as a lecturer and researcher, include: teaching and assisting students, conducting studies that are relevant to transportation, and speaking at conferences and lectures around the country - these tend to be the more favourable aspects to my job. Some of the drawbacks are the administration and the rigidity at the University - which means less freedom to conduct more research for community – and, considering our expertise, the low wages we are paid.

"For anybody wishing to pursue a career as a civil engineer, you have to be hard working, willing to commit to continuous study as the industry is always evolving, and get some practical experience beforehand. As an international student, it is necessary to further the knowledge you have about your own country as you never know where your career may take you. Considering the 'globalisation effect', it is very possible you may be required to do work that will be implemented not only domestically, but also abroad.

"Finally, I'd like to take this opportunity to thank all the staff in the Engineering faculty at Salford University for all the excellent technical and personal assistance they provided during my time there."

17. Salha Abdullah, Assistant Professor, King Abdulaziz University in Saudi Arabia

Malaysian Salha Abdullah is an Assistant Professor at the [King Abdulaziz University](#) in Saudi Arabia. Once graduating from the University of Salford with a BSc in [Quantity Surveying](#), Salha furthered her studies at the University and received an MSc in [Information Technology](#) in 1994.

“I chose to study my undergraduate course in Quantity Surveying at Salford University as it was offered on a sandwich mode of attendance, which allowed me to gain valuable work experience as part of my studies. During my work placement at a firm in Manchester, I was exposed to a lot of IT, and it was because of this I decided to do an MSc in Information Technology.

“When I left Salford in 1994, the economy was good so I found it easy to find a job as they were abundant. Since leaving, I’ve worked as a quantity surveyor in Malaysia, joined [Universiti Kebangsaan Malaysia](#) as a lecturer, then undertook a PhD at [Universiti Teknologi Malaysia](#), and through this was promoted to the role as Assistant Professor. It was this role that provided me with the necessary skills to move with my husband to Saudi Arabia and work at the King Abdulaziz University in Jeddah, Saudi Arabia, as Assistant Professor. Working in the Information System Department, the skills I learnt through my MSc are relevant to most aspects of my job role.

“Working in academia allows me the freedom to do both research and teaching, and it is the task of supervising undergraduate and postgraduate students' projects and thesis that I most relish. Other aspects to my role include, giving lectures, conducting research, some administrative tasks for improving teaching process, and applying grants for research. Having to liaise with industry is my less favourable task as Assistant Professor.

“Studying at Salford provided me with the skills to think independently and ‘out of the box’, and changing the school mentality to what is required at university level. Being in the reverse situation, I appreciate the difficulty this entails and am finding it a challenge to get my current students to work independently etc.

“For anybody that wishes to work in academia, they must have a good first degree results and be willing to continue their study for a master’s degree and PhD degree. Most importantly of all, they should have a passion for teaching and research in their chosen subjects. As Jeffery Archer wrote: "A fool leaves the university with a degree, a wise man with enough knowledge to face whatever challenges thrown at him.””

18. Sebastian Beyh, Head of Free Space Optics Division, Lunasat, Lebanon



Sebastien Beyh works in the telecommunications industry as the Head of Free Space Optics Division within [Lunasat](#). He stayed in contact with the industry while conducting his PhD research, which he completed in the School of Built Environment in 2004. He is now based in the Lebanon.



I chose to undertake a PhD at Salford University after recommendations from several trusted research and professional sources. Alongside this, I did my own personal research comparing a number of universities using a number of factors, including: research standing, support systems, publications, infrastructures, social environment, and costs. I found Salford to be the best overall choice.

My PhD provided me with a number of skills, including: research, methodologies, time management, and discipline. I've found what I studied to be very relevant to the general management tasks I perform in my current roles.

I've always been interested in telecommunications, and in modern life, telecommunications brings more excitement to people than ever before. Although nothing is perfect, I enjoy every aspect of my job, where progression is a constant challenge for which I'm training and learning on a daily-basis.

During my PhD, I always maintained contact with the telecommunications industry by posting my CV on several specialised jobsites, networking with my ex-colleagues and employers. I constantly updated my CV to reflect my current situation, and this would be definitely something I would recommend as it made it easier to get back into business in no time after my PhD. I would advise current PhD students to undertake a lot of research about the industry/sector they are interested in; and never wait until the end of their PhD to look for an appropriate job. View your PhD as one part of your career path

helping you to get where you want to be. Get practice in applying for jobs as a way to check your CV and experience are adequate in the way they are presented etc., even if you aren't looking for a job straight away.

The PhD process doesn't end at your graduation, on the contrary, it all starts where the school research ends since everyday business life challenges will take you back to a new dimension of continuous research and new knowledge that require a strong commitment and adaptability to bring outstanding success.

19. Ryoko Sasamoto, Lecturer in Japanese, Manchester Metropolitan University



Having studied for a BA and MPhil in Japan, Ryoko studied for a PhD at Salford which brought together interests in theoretical linguistics and the Japanese language. She chose Salford as she wanted to be supervised by Professor Diane Blakemore who is a leading researcher in her chosen area. She finished her PhD in 2007 and now lectures at Manchester Metropolitan University.

“My current post involves teaching linguistics and Japanese, which are both closely related to my research interests in theoretical linguistics and the Japanese language. Whilst studying towards my PhD in linguistics I started teaching Japanese part time which actually helped my understanding of the language as well as giving me paid work experience! Currently I now get to divide my time between teaching and research.

During my PhD I was supported brilliantly by my supervisor; I learnt how to look for relevant materials, how to construct my argument and most importantly, how to be succinct and clear. On a practical level, the teaching skills, research methods and IT skills I gained during my PhD have all come in incredibly useful. The support from my supervisor didn't end with my PhD - she is still supporting me and I can always ask for her advice.

I found it incredibly difficult to find a full-time post after my PhD, but I got one eventually; it was relatively easy to find a part-time teaching job. I would urge anyone to network and collaborate not only with colleagues from your university but all with people with a similar interest from outside the university network. This will not only strengthen your research profile but also help you to get your face known in the area.

My study at Salford has been incredibly relevant to my job. My job so far has involved: teaching; building up learning resources; getting involved with the setting up of a new language laboratory; working as a coordinator for student support sessions for non-European languages; and I look forward to much more! I have recently started to do more research work and work in the expansion/development of Japanese. With regards to the future, I would like to progress to a more stable and research-orientated post, but until then I am very happy with what I do!”

20. Gang Cheol Yun, Project Manager for HanmiParsons in Seoul, South Korea



Gang Cheol Yun completed his PhD in the School of Built Environment in 2008 and now works in the Construction industry as a Project Manager for HanmiParsons in Seoul

“I chose to come to Salford as it has one of the best Construction and Project Management Schools in the UK. I enjoy working in the Construction industry and specifically around project-based knowledge management.

I found it fairly easy to find a job after my PhD as the specialist knowledge I gained from my PhD thesis about “project-based knowledge mapping and management” is a vital issue for many companies, not just in the Construction industry. My knowledge has made me highly valued by my employer. My PhD studies are very directly related to what I do now.

My role as a senior manager of the project management knowledge team is to identify, create, generate, store, share, and make useful knowledge for various projects that our company is involved in. I enjoy the creation and generation of new knowledge for the Construction industry. I think I have a good basis to progress my career very well.

I gained a tremendous amount from my PhD: research methodology; risk management; time management; a global outlook; and a capability with regard to managing risk and problem-solving. My advice to current PhD students is to keep focussed on what your research is and don't put off writing your thesis! Make sure you have good communication with your supervisor and your peers and you may be able to finish earlier than you anticipated.

For those who are interested in working in the Construction industry in Korea there is a lot of scope. I also think there is a lot of potential for big name

Korean companies such as Samsung, Hyundai and LG to work more closely with the University of Salford for mutual benefit. I would like to see this happen.”

21. Zolomphi Nkowani, Lecturer in Law, UCLAN

Malawian national Zolomphi is currently a lecturer in Law at the University of Central Lancashire; he secured his job in his 3rd year of his PhD while he was writing up. He completed his PhD in 2006. He is an active researcher in his field.

“I found my job fairly easily in my third year. My advice to current PhD students is to try to maximise your employability. You can do this by firstly finding your niche area. Try to make sure this is field which is in demand. As you progress through your PhD, begin to present some of your work in refereed journals as this will expose you and employers will notice you. It works. If you are not doing any teaching hours, ask your supervisor if you can get some as this experience will count towards your skills and experience when entering the job market.

I gained a lot of transferable skills during my PhD including research, teaching, IT, communication, presentation, writing, negotiation, teamwork, time management, project design, interpersonal skills, adaptability and flexibility. So a lot!

I am confident that a PhD opens a whole world of opportunities and possibilities but you do need to be proactive in taking these opportunities. In the longer term, with a PhD, you are a specialist in your area and will be sought after for consultancies and positions of leadership. In the short term, immediately after obtaining your doctorate, work on building your career and a postdoctoral position will be a good launch pad - I believe the key is to find and stay within it!”

I am very positive about my PhD experience at Salford. I found Salford to be a modern, dynamic University with a global perspective that is locally relevant. It has excellent research facilities and motivated and helpful staff, both academic and administrative. All of these factors made my doctoral work fun to get through and the reason why I rate and chose Salford. I do have a passion for my academic field in general which helped to keep me motivated through difficult times during my PhD and has also been important in being able to progress in my career.”

22. Sophie Parron, NGO administrator, Terre des Hommes, France



Photo taken by Sophie in the field in Pakistan in 2007/2008; taken in Peshawar in one of the outreach centres for children run by Terre des Hommes' local partner FLOWERS

French-born Sophie Parron works as an administrator for the international organisation [Terre des Hommes](#). Graduating with a BA in [Modern Languages](#) in 1997, Sophie has worked for a number of NGOs around the world and found that studying at Salford University was a good stepping stone to working on the international stage.

“I was interested in the Modern Languages course at Salford University as I was keen on studying Arabic and taking a placement abroad as part of my studies. What’s more, I was attracted by the fact that it is only a small campus so there are more opportunities to get to know other people from not only within the Languages faculty but also those who are studying other courses.

After I graduated in 1997, I worked as a French teacher in Spain for one year before studying for a Master’s in International Relations at the University of New South Wales in Sydney, Australia. Once completed, I got my first field mission in 2001 with an NGO, the [Peace Brigades International](#) (Human Rights) in Colombia where I was based in the north-west region. My main tasks involved administration and finance, small logistics, and accompanying human rights defenders and advocates. From 2003 to 2004, I worked for PBI in Mexico and my tasks were the same as in Colombia. A year later, I undertook some training by the [French Red Cross](#) in order to become a field delegate. In July 2005 I was posted in N’djamena, Chad, as administrator of the mission whereby I was working on the mission financial and logistical aspects. After staying in Chad for a year, in 2006 I had another mission, as administrator, with the French Red Cross in Haiti for seven months. In April 2007 I was recruited by Terre des Hommes, a Swiss NGO, working in the area of child protection and rights as administrator for the mission in

Afghanistan. I stayed in field for 15 months before moving to a position in Terre des Hommes head office as HQ Administrator for Afghanistan, Morocco & Indonesia.

Working for an international organisation like Terre des Hommes is the ideal opportunity for me. When I completed my Master's I wanted to combine my languages degree with my MA in International Relations and apply it to 'useful work', i.e. to a career in which I could help the others and contribute, at least a little bit, to the improvement of the other people's lives. Studying at Salford University was fundamental to this as I was able to study in a multicultural environment and was encouraged to work as part of a team. Also, as the essays were written in English, my proficiency in English dramatically improved. Being able to speak different languages is an important requirement to getting a position in an NGO, and being able to do so was a vital aspect in securing my first position.

My daily tasks in my current job role involve checking of the monthly accounts for the Terre des Hommes delegation in Afghanistan, Morocco & Indonesia, which includes monitoring the project and donor contracts; training the local administrator according to the administration procedure and how to upgrade the accounting software; overseeing and applying budgets, and; undertaking audit follow-ups. Going on field visits is the most favourable part of my job as it reinforces the link between the organisation's HQ and its field office, so provides strong motivation. The preparation of the budget can be a hard task, as several elements have to be taken into consideration, and HQ and the field offices don't always have the same priorities of what is important.

For anybody wanting to work within my line of work you have to have a strong motivation to help others and disregard the salary aspect. Of course, languages are always good assets, but nowadays you need to have some specific skills, such as finance, administration, logistics, water and sanitation, management, and so on. It is useful to do an internship with an organisation to see how it works and then decide whether or not this is what you want."

23. Diederik van de Scheur, Strategic Buyer, Philips Consumer Lifestyle, Netherlands



Dutch-born Dieter van de Scheur is a Strategic Buyer for [Philips Consumer Lifestyle](#). Graduating with an MSc in [Purchasing and Logistics Management](#) in 2001, Diederik found that the multi-cultural environment at Salford University not only enhanced his social skills, but has also proved to be useful when forging relationships within international business.

When considering which universities to apply to, I knew I wanted to study Purchasing and Logistics Management, and at the time, Salford University was only one of a few universities offering a good and comprehensive course. While I was investigating my options, I attended the Study Fair in Utrecht in the Netherlands and it was here I met with a representative from Salford, who answered any queries I had and provided me with useful information. After exploring this further, I made the decision to study at Salford.

Once I graduated in 2001, I found it quite easy to get a job in a purchasing role, which was at Philips Lighting. Within a year I moved to a buyer position at another Philips Lighting site, with the responsibility for my own purchasing spend, which quickly built my experience. After a while though, I began to look for new opportunities as I no longer found it to be challenging. After working at Philips within their Lighting Division for five and a half years, I moved to Philips Consumer Lifestyle in January 2007 for a new opportunity. In May 2008 I moved to another company in a much broader managerial role, where I had seven direct reports over two different departments, Supply Chain and Engineering. This was a good experience as it provided a change in scenery and different methods of working, but I soon found I wasn't enjoying myself within this company and made the decision to move back to Philips, where I started my current role as Strategic Buyer in January 2010.

Typical tasks within this job involve undertaking commodity strategy development, negotiating prices, investigating costing down opportunities, supplier selection, aligning commodity spend across the business with other buyers and, looking for opportunities to simplify and standardise the global supply base. Aspects of the job I most enjoy are being able influence the bottom line results of the organisation, working with bright people, and realising big cost down opportunities. I also enjoy travelling to parts of the world I wouldn't otherwise get a chance to visit. The least favourable aspects involve working with complacent colleagues who slow down progress in projects, because they do not see it as a priority, and long release times for alternative products, which can bring big cost reductions.

Initially, I chose this particular career as my dad also had a career in this field and I always thought it was nice how he was often travelling around and seeing different places. I also like the fact that working in a Supply Chain Management environment brings you in contact with so many aspects of the business, as well as people from all different departments, which adds a lot to your overall experience. Furthermore, SCM is quite a generic function, which is present in every company and organisation so you are not limiting your job possibilities to certain specialised industries or niche markets. This brings much bigger job opportunities, which means that even in poor economic times you will not have to worry about your job security since you will be able to find something else quite quickly if necessary.

Deciding to study at Salford University is a decision I do not regret as I gained a number of relevant skills and experiences. The course itself provided a solid basis for working in the SCM field, and although my English was good before arriving in the UK, studying at Salford advanced it further. Apart from the academic skills, I found my social skills improved as I was interacting a lot with classmates from different countries and cultures from all over the world. Also, as you do not have your friends from back home around, you need to create and work on new relationships. I found I became more self-reliant not only from a social point of view, but also from a financial one.

For those wishing to pursue a career similar to mine, I would advise you to do an MSc that involves SCM as a solid theoretical basis in this is vital. Also, be eager to grow your working experience quickly, and force yourself to look for and ask for new challenges when you find your current role does not meet your requirements anymore. This involves not becoming complacent when looking for new opportunities; try to actively look for them. No matter what you do, always treat people with respect and be friendly and easy to work with, regardless of which layers of the organisation they work in.

In general though, I'd advise those current international students planning their future to not rigidly stick to the area they'd like to work in, but to also consider the availability of jobs in this particular area. They may not get their ideal job straight away, but other available opportunities may lead to it.

24. Xia Jing, Post Doctoral Researcher in Health Informatics National Institutes of Health, United States



Chinese-born Xia Jing completed her PhD in Health Informatics in 2010 at Salford and is currently a Post Doctoral fellow at the [National Institutes of Health](#) in the United States. Her current role builds on the subject of her PhD.

Xia chose to do her PhD at Salford due to the close connection of her research interests with staff at the University, Prof. Stephen Kay, Dr. Nicholas Hardiker and Mr. Tom Marley. Prior to coming to Salford, she had a long-standing interest in Health Informatics.

“I’ve always had a personal interest in the medicine and health field, and wanted my research in health informatics to contribute to it. Before arriving at Salford, I’d taken my Bachelor’s degree in Medicine at the China Medical University, and after graduating in 1997 became the editor at the [Journal of Peking University](#) (Health Sciences). This is a scientific journal focuses on basic and clinical medicine research. My role included contributing critical ideas to reports about analysing and interpreting data in Chinese Journal Citation Reports. I also acted as an Executive Editor for three issues each year, and in the five years I spent there I edited more than 500 biomedical academic papers, and participated in organising the annual National Training for Biomedical Periodical Editors hosted by China Scientific Periodical Editors Association from 1997 to 2001.

In December 2002, I joined the Laboratory of Biomedical Informatics in Peking University Health Science Centre as an Assistant Researcher whereby I established the [Directory of Biomedical Databases](#). This included the selection of databases, designing of the web pages, construction of the database, and designing an evaluation system for the indexed databases. During the two years spent there, I participated in the design and updated the [SARS web page](#), and was involved in the project ‘[China Biomedicine: Marching Toward the World](#)’. This involved creating the project’s proposal, retrieval strategy establishment, literature data analysis and interpretation. In

2004, I left China to come to the UK to study for a PhD in the field of Health Informatics.

My decision to study at the University of Salford was motivated by the great reputation my supervisors have in my area of research. I was also attracted by the University's offer of possible financial support. My PhD research is to bring molecular genetic information into a simulated clinical environment. As part of my research, I've carried out a systematic literature review on molecular genetic information in EHR system, I've also constructed an ontology-based knowledge base model – OntoKBCF, and built a continuity care record (CCR) based EHR system prototype, and to connect the knowledge base and EHR prototype to display molecular genetic information via the EHR. The least favourable aspect to the research is being stuck at some point as the problem cannot be solved by a perfect solution– this can be very frustrating.

Being a PhD candidate at Salford gave me the opportunity to attend a number of University-sponsored conferences, which I've also had the chance to present at on a number of occasions but also find it gives me the chance to meet and share my research experiences with other peers. I've found the research skills have been sharpened somewhat in the five years spent here, particularly my writing and presentation skills. In Jan this year, I submitted my thesis to the University, and started the new training as a Post Doctor fellow in the same field in NIH.

For those wanting a career similar to mine, I'd advise you to work hard to make yourself stronger and more knowledgeable. Also hone your presentation skills and communicate well with others about your research. Finally, be prepared to take chances and face challenges as this field is full of new findings. Working in the US is a great opportunity for international students as it is less discriminatory to foreigners – “the point is to have something useful and valuable to offer.”

25. Mariusz Andreasik, Product Improvement Specialist, at Smart Education Limited, Poland



Polish-born Mariusz Andreasik is a Product Improvement Specialist at [Smart Education Limited](#). Graduating in 2010 with an MSc in [Project Management](#), Mariusz also studied at the University of Salford for a BSc in [Business Management with International Business Management](#).

“The main reason I chose to study at Salford was because of its close links to Manchester, which is reachable by bus within 10 minutes. While doing my studies, I was involved in Student Union activities as Student Liaison Representative, which was a great way to gain confidence as it involved speaking with a number of high ranked people. Then as part of the [SIFE](#) (Students in Free Enterprise) Salford Society, I was Vice President, Project Leader and Team member; it was here that I learnt how to organise people, time and projects. This also taught me to be responsible and cautious when delegating tasks to others, that supervision and mentoring is key to the success.

Towards the end of my MSc, I began to update my profile on all the business networking sites, and job search sites. I also registered with many job agencies and attended a couple of tradeshows as a way to meet those in business. My efforts paid off when, after two months, I received a number of job offers, and out of these, I chose the most challenging. I’ve been working for Smart Education Limited for six months now, and during this time have been promoted from Junior Specialist to Specialist. My studies and the experience I gained from my extra curricular activities at Salford University have been extremely relevant in this position, as I’m often required to meet with customers and present marketing campaigns. My typical tasks are generating sales leads, and providing sound a customer service, and although I enjoy meeting customers, I least like completing a customer relationship management and business plans, and writing reports.

For those wishing to pursue a career in project management, one needs to have a wide variety of skills, which should be gained during your studies. Participating in University competitions like FLUX or SIFE projects, extra workshops, and volunteering, all demonstrates to employers that you are passionate and committed to about your future career. If you want to work in Poland, the key to success is being entrepreneurial and making the most of a situation.

When I was looking for a job I looked up the companies and products I liked and believed in, then searched for a job in those businesses or areas. I'd advise all international students who are planning their future careers to invest time in additional courses, projects, and volunteering as it's a great way to gain experience and creates unbelievable opportunities which can change your life."

26. Tiroyamodimo Mogotlhwane, Lecturer, University of Botswana

Botswana-born Tiroyamodimo Mogotlhwane is a Lecturer at the [University of Botswana](#). He Studied for his PhD at the University of Salford's [School of Built Environment](#), Tiroyamodimo returned to his teaching post once he'd gained the PhD necessary to become a lecturer.

“I decided to take my PhD at Salford University as I had already done my MSc studies at the university, and was happy with the experience I'd had. Once I received my Doctorate in 2009, I returned to my previous job at the University of Botswana with the qualifications needed to become a lecturer.

Whilst at Salford, we were encouraged to work as part of a team, to learn independently, and how to best use research methods, which are all vital skills when working in academia. My typical tasks involve teaching and providing support to students, undertaking research, and providing service to the community. The most favourable aspect to my job is meeting new students every semester, and contributing to their learning, however the administration side, such as registering the students, is my least favourable task.

To be a successful lecturer, it is important to be focussed and constant within your particular specialism, even when it seems impossible, as there is nearly always a solution. I advise my students to make the most of the support facilities at the university, as they are there to maximise your learning and provide many of the tools needed for a successful future career. “

27. Xiang Li, Lecturer in Supply chain and logistics, Salford University



Xiang Li is from China. In 2004, she graduated with an MSc in Purchasing and Logistics at the University of Salford, and then continued to study for a PhD in Supply Chain Management that is due to be submitted in July, 2010. Xiang is also a Lecturer in Purchasing, Logistics and Supply Chain Management at the [Salford Business School](#).

“I chose to study at Salford because it was the first university that replied to my application 9 years ago for the Foundation Programme. I have been at Salford ever since, where I have managed to obtain and enhance the following skills: communication, presentation, how to engage an audience, opportunity awareness, managing teams with mixed cultural backgrounds, marketing, operations and team work.

Getting a job is quite difficult. I understand there is a high level of competition for work in the UK, not only for international candidates but also for the local ones too. Without my MSc, PhD study and other relevant professional qualifications, I would never have had the chance to compete for the job I have now.

While studying for my PhD at Salford, I had the chance to work for the Business School as a part-time marketing and recruitment assistant. I then became the University's Student Ambassador. Additionally, I worked as a part-time lecturer at the Business School until I became Project Manager for the University's British Council funded Prime Minister's Initiative's 2 project. With the experience of managing the first PMI2 project, I became the project leader of the next one. Then, in October 2009, I was appointed as a Lecturer in the Business School, after which I successfully applied for Faculty funding to establish a Sino-UK joint centre in Purchasing, Logistics and Supply Chain.

Apart from teaching, managing the aforementioned projects, arranging three international events for the PMI2 in China and at Salford, and continuing my own

research, I'm working with colleagues to set up a study centre, which will be accredited by the Chartered Institute of Purchasing and Supply (CIPS). The proposed study centre will be the only CIPS centre based in a North West University. I am also collaborating with the Emerald Publishing Group in order to launch a new journal or book series at Salford, and working with the Chinese Teaching Committee of Higher Education in Logistics, at the Ministry of China, to arrange a Sino-UK Student competition in Purchasing, Logistics and Supply Chain Management. Students will be given real projects from the industry and will be required to analyse and provide solutions to problems.

I have chosen my particular career because I enjoy teaching and researching. The job of Lecturer has also given me great opportunities for self development, and I enjoy sharing my experience with people who have a similar understanding or background in my subject area. I appreciate the fact that my job at the University of Salford provides me with an opportunity to work with academics, students and professionals. I also enjoy getting good people together and working in a globalised environment.

In order to pursue the career I'm in, individuals should never waste a chance for self-development and should always bring/offer an unique contribution to an organisation's strategic plan. They should also recognise the strength of their international background, and not to hesitate when getting involved with university projects."

28. Maysoon Zahir, Associate Professor, University of Damascus



Maysoon Zahri is an international graduate from Syria who graduated in 1990 with her PhD Metaphor and translation in Contrastive Linguistics. She is currently the Associate Professor at the State University of Damascus where she teaches translation and interpretation of English/Arabic/English (<http://www.damascusuniversity.edu.sy/en/index.php>). Maysoon explains how she decided on his particular career:

“It started as a hobby and then became my profession because I enjoy translating, interpreting and interacting with students. Before travelling to Salford, I was designated to study Translation and the Theory of Translation at the University of Damascus. However, I wanted to study Contrastive Linguistics in English/Arabic, a subject Salford University is renowned for.

Whilst at Salford, I gained valuable skills in English, translation, interpreting, contrastive linguistics and media terminology. Additionally, during lunchtime courses, I learnt basic computer skills. I also gained experience teaching modern standard Arabic to non native speakers.

After completing my PhD, I gained immediate employment at Damascus University as a Lecturer in Arabic/English translation. From 1994-1996, I was translator and interpreter at Syrian Television Channel Two. I then worked at the Irbid Private University Jordan (2000-2003), and Unaiza Girls college Saudi Arabia (1999- 2000). I am currently busy with various programmes at the University of Damascus. These programmes include translating English into Arabic, and teaching translation and interpreting in undergraduate, postgraduate and the Open Learning programmes. I also teach workshops, design computerised exams for undergraduates, conduct postgraduate oral exams, and marking exam and seminar papers. When I'm not involved with student learning, I conduct research in my specialist area. I enjoy teaching, interpreting, writing and research, though I dislike marking papers. However, one of my notable achievements was teaching translation into English on the Flagship programme of Arabic for non native speakers in 2008.

My tips to current international students interested in a career like mine are that they need to be fluent in standard Arabic and English, preferably with French too. They will also require computer and writing skills and media and United Nations jargon.”

29. Mary Koh, Secretary, Adecco, Singapore

Singaporean Mary Koh currently works as a Secretary for the recruitment company, [Adecco](#). Mary graduated from the University of Salford in 2001 with a BSc in [Business Management](#) and has found the degree to be useful in her current job role.

“I decided to go to Salford University after a number of recommendations from friends who had studied there. Studying at the University encouraged me to think independently and positively when approaching different situations in order to get the best possible outcome – an approach that has proved to be very useful in my job.

“The recent economic crisis made it somewhat difficult for me to find a job and a position I knew would suit my qualifications, but by remaining positive and going through a job agency, I was soon accepted for the role as Secretary at Adecco.

“My main tasks are administrative and secretarial, and have used a number of skills gained through my degree, such as people management and organisational behaviour, to optimise my role in a company that specialises in recruitment. My job is also providing me with many practical skills and experiences that complement and further those gained through my degree.

“At the moment, the job market may seem bleak but I’d recommend current international students to remain positive and be active when thinking about their future. Having the international perspective of studying overseas really helps in the job market.”

30. Hussein Hijazi, PhD researcher, University of Nottingham

Lebanon-born Hussein Jijazi graduated from Salford University in 2008 with an MSc in [Molecular Parasitology](#). Currently, Hussein is a PhD student at the University of Nottingham.

“I decided to study for my MSc at the University of Salford as I was attracted to the benefits it offered, such as the collaboration between the Salford, Manchester, and Keele University. The overall structure and level of expertise the course offered was what I was looking for. While I was still at Salford my passion for research and academia was reinforced, and it was during my studies I began to apply for a PhD. This led to me being offered a place by the University of Nottingham.

Living and studying at the University encouraged me to apply critical and scientific thinking, which was also tempered with excellent programme supervision. Fundraising also formed a vital aspect to the course, and was especially useful in securing funding for my PhD. Above all though, I greatly admire the British approach and tolerance towards science – learning within a supportive environment is critical to the success and applicability of scientific research.

Finding a suitable PhD was relatively easy so long as I had the necessary funding for it, which came from the [Al-Tajir Trust](#) in Lebanon. Daily typical tasks involve undertaking a lot of research, lab work, and reading and writing scientific papers. Generally I like the challenge it provides, however, it can be disappointing at times, especially when there is no positive results.

Those considering a PhD, I would advise you to ensure there is a good source of funding available, as this is vital for all would-be PhD students.”

31. Michelle Paz, Project co-ordinator, Student Life, University of Salford



Michelle Paz is a Brazilian living in England. She graduated in 2008 with a BA (Hons) in Media and Performance from the University of Salford, and now works at the university as Project Coordinator. Michelle explains her decision to study at Salford University:

“I’ve always wanted to be an actress and Salford offered the right course. It was also the ideal location as I was living in Liverpool, and I didn’t want to move too far from the friends I’d made. However, my career has changed paths since leaving university because, despite my ambition to be an actress, I was initially looking for something that I could do well and would be interesting, and pay off my student debts. Also, I was already working at Salford University in a temporary contract with an external agent, which led to my current job as Project Coordinator with the Student Life directorate.

Although I didn’t have any problems finding a job in the UK both before and after graduation, finding a good job with a good salary is harder. I’ve known English friends who’ve struggled to get a good job, and I believe that my networking skills and experience in my temporary job opened the doors to my current position. In fact, I think that my media and performance degree has given me important transferable skills that I have used in my current job such as enabling me to plan events and deal with students.

The typical tasks in my job are planning, preparing and delivering events; initiating fresh ideas and coordinating and developing small projects. I enjoy the face to face contact with students and staff. However, my job can be

unpredictable. Sometimes I have ten things to do in one day and other days hardly anything.

My advice to current international students is to do volunteer and part time work, do extra courses, network whenever possible and make a plan of action detailing the necessary steps to achieve your goals. If applying for jobs in the UK, learn about job application protocols; when filling in an application form, try to match the job description to your skills and let a friend, colleague or careers adviser check through it before sending it off. Even do research on the company you are applying for in preparation for the job interview. Going to interviews, writing applications or a CV is also necessary for building up your confidence as well as your and interpersonal skills and make you better prepared for eventually succeeding in landing a job.”

32. Nauman Noor, Principal, Diamond Management Consultants, USA



Nauman Noor is a Canadian living in the United States. In 1993, he graduated with a BEng (Hons) in Civil Engineering from the University of Salford. He is now Principal at Diamond Management & Technology Consultants, which is a premier management consulting firm that contributes to solving clients' imperatives through strategy and providing IT and process solutions through diligent execution. Nauman explains his decision to study at Salford:

“At the time, the university was renowned for a well balanced program in Civil Engineering that provided a solid grounding in foundation skills and strong ties to industry. That sense of pragmatism was borne in the course's second and third year. To date, I feel that solid grounding has allowed me to succeed in my career even though what I do now is quite different from the degree I received from Salford.

The relevant skills and experiences I gained from my Civil Engineering degree are an understanding of the different perspectives that a multi-cultural and international community of students fostered; strong grounding in core skills such as mathematics and problem solving; ability to see the problem being solved in the classroom and the compromises necessary for its practical implementation in the field. My experience to date has also meant I realize that learning never ends and success requires continually reinventing oneself to ensure that your skills are still relevant in the contemporary job market.

After graduating from Salford, I did not find it difficult to find a job even though I pursued postgraduate education. I got my Masters in Civil Engineering (specializing in Structural Engineering) from the University of Toronto. I then completed the coursework and research, though did not defend thesis for a PhD, at the University of Alberta. After my postgraduate education, I changed careers and joined a large telecommunications carrier (TELUS) as a network analyst. I then joined eLoyalty, a boutique consulting firm based in Chicago (US) specializing in Customer Relationship Management (CRM). As a senior consultant, I implemented various packages in support of contact center strategies for household names in the financial and insurance markets. At Arthur Andersen LLP, I was on the national team as a Manager, responsible for implementing integration enabling solutions from vendors such

as TIBCO, webMethods (now Software AG) and IBM. As a freelance consultant to corporations including McDonald's and Citigroup, I helped solve their workforce management. As an IT architect, I provided technology support for compliance and regulatory matters at USAA – a diversified financial services provider of choice to the US military and their dependents. Currently, I am a Principal at Diamond Management & Technology Consultants.

The less favourable part of my job is the continuous travel requires active management of one's wellness and well being which unattended can wear people down after a few years. In addition, extra effort is needed to balance work with home life. Finally, difficult personalities encountered require ample reserves of patience and humility.

The rewards are being able to interact with C-suite executives and shape the course of events that large Fortune 100 companies follow. It is not unusual for the efforts to make the headlines. In recent years, Diamond has been responsible for the introduction of new consumer products, innovation in financial services, as well as defining the strategies for some of the largest US airlines.

I chose my particular career because, towards the late 1990s, I realized that the use of technology is going to be the essential business product. Being part of that revolution was something that I very much wanted to be involved in. Although my Civil Engineering degree was not directly relevant to my eventual career, I always emphasized to employers that it was the strong rigour and emphasis on results driven outcomes at Salford that helped my success. My advice to current international students is to start understanding the market right now. Asia is the place to head for as it offers more job opportunities than the developed world as their culture is more accepting of risk taking. This is especially important as the start of your career is the right time for trying new things. Also, look for work in a growing industry because it offers opportunities for rapid advancement. In some markets such as China, that tends to be financial services (banking and wealth management), while in the former Soviet Republics insurance market is growing rapidly. Most students focus on gaining the necessary skills for their chosen career but always remember to keep it in the context of the industry and market. So if your chosen industry is insurance, the sweet spot is to gain the skills necessary to be an actuary.”