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IFC = inside front cover
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Opportunities for language graduates

Career prospects with languages: explored and explained.

In a globalised environment, the opportunities for a career with languages continue to expand. Ireland is an attractive location for major international companies to locate their EMEA (Europe, Middle East, and Africa) base. Their core operations in Ireland often focus on providing support to business and private customers across the EMEA region. As a result, these companies are seeking language skilled graduates to fill multilingual customer support or technical support roles, multilingual accounting and multilingual sales roles. Many graduates with a business, technology or science background that have combined their studies with a language are finding employment opportunities in a number of industry sectors.

There is a demand for graduates with fluency in a European language, notably for German, Spanish, French and Italian, as well as other European languages such as Norwegian, Swedish, Portuguese and Dutch. There are also increasing opportunities for graduates fluent in a language relevant to an emerging market. A degree and fluency in Chinese, Russian or Arabic are increasingly sought after by employers, as many multinationals and indigenous companies hope to capitalise upon the business opportunities available in growing overseas economies.

Careers in translation and interpretation are available and remain a popular evolving career path for many. However there are a growing range of different careers open to language graduates today. Irish businesses, and multinationals located in Ireland, are doing business with a vast number of countries around the world. Multilingual graduates, equipped with language skills and cultural awareness, are ideally placed to support these businesses as they tap into new markets. Careers in business, marketing and IT sectors, amongst others, are widely available for language graduates.

Employers frequently cite a shortage of multilingual candidates in Ireland as a possible barrier to growth. For example, the Irish food export industry, which is responsible for delivering the best of Irish produce across the globe, aims to establish and grow a presence within markets such as China, Brazil, India and Russia. The need for multilingual graduates with business acumen in this sector is clear, with opportunities in many business areas including sales, marketing and logistics.

Ireland's software localisation and IT sector are experiencing rapid growth, with a vast number of exciting career opportunities available for bilingual graduates. A software localisation specialist translates software from English to native languages and adapts software to reflect cultural sensitivities. The most important skills for somebody considering a career in localisation include linguistic expertise, cultural awareness, communication skills and an avid interest in technology and business.



Fluency in the client's language along with cultural awareness can lead to better client relationships and ultimately, more business.

Exciting career opportunities exist for graduates with a combined background in business or marketing and languages. Language and business graduates, who have often spent a year immersed in another culture, can demonstrate language fluency and an interest in international business, both important qualities that can support a company's international markets. Roles such as export sales assistant and export sales manager require dealings with overseas clients and potential clients. Fluency in the client's language and cultural awareness can lead to better client relationships and ultimately, more business.

The demand for professional translators and interpreters exists largely within government-based institutions and international organisations, such as the European Union and the United Nations. A high level of fluency in two or more languages is needed in order to secure employment with these agencies. Working on a freelance basis is a common path taken by multilingual graduates in this field. Commercial

enterprises and public service agencies often contract translators and interpreters. When choosing to become a self-employed translator or interpreter, it is important to market yourself and your services through extensive networking and registering with professional bodies such as the Irish Translators' and Interpreters' Association (ITIA) or the International Association of Conference Interpreters (AIIC).

As a language graduate, you are equipped with a valuable skill which can be viewed as a real asset by employers from a wide range of industries. No matter what career you choose to pursue, your language fluency has the potential to open many doors in many different professions.

Employment trends

The statistics below outline results from individual universities' First Destination Reports, where graduates are surveyed six to nine months after graduating to establish whether they are currently in employment, in further study, seeking employment, or not available for work. However, current research into graduate employment patterns does not differentiate between degree subjects, therefore many of the statistics available do not accurately reflect what language graduates are doing. The most useful figures come from individual third-level institutions that offer degrees in applied languages and international business, such as University of Limerick (UL), Trinity College Dublin (TCD) and University College Cork (UCC).

TCD 2012 statistics

Recent statistics (2012) from Trinity College Dublin (TCD) show that 81 per cent of graduates of business and a language degree were in employment, with 19 per cent going on to further studies. A number of employers such as Accenture, PayPal and Jameson's graduate programme had recruited these graduates in roles such as accounting, PR, sales and finance. TCD reports on employment trends of graduates with a degree in European Studies show 74 per cent were employed, with a further 26 per cent pursuing further study. Major employers like Deloitte, New Ireland Assurance and Orion recruited European Studies graduates in various roles such as accounting, administration and recruitment. Similarly, TCD statistics show that 43 per cent of graduates with a BA in a language found employment, while 50 per cent choose to pursue further studies. Employment opportunities for single subject language graduates included tourism, teaching and customer services.

UL 2012 statistics

University of Limerick statistics (2012) show that 30.8 per cent of applied language graduates secured work overseas, while 15.4 per cent found employment in Ireland. Graduates found employment in business,

finance, IT, teaching and telecommunications sectors. Statistics show that 85 per cent of graduates with a degree in business and a language found jobs in Ireland, and 15 per cent secured employment overseas. The employed graduates filled positions in a number of fields such as business, finance, law and accountancy.

UCC 2011 statistics

University College Cork graduate destination survey 2011 showed that 35 per cent of language and cultural studies



University of Limerick statistics show that 85 per cent of graduates with a degree in business and a language found jobs in Ireland.



graduates are currently employed and working in a variety of sectors such as education, marketing and customer relations. A further 49 per cent chose to pursue further study or training, while the remaining 11 per cent were seeking employment. The same survey demonstrates that 57 per cent of graduates with a degree in commerce and a European language have successfully secured employment. Major employers include Glanbia, EMC, AIB and Deloitte, with roles varying from marketing assistant to trainee accountant, PR intern and financial assistant.



57 per cent of graduates with a degree in commerce and a European language have successfully secured employment within six to nine months of graduation



Languages and the IT sector

At university you may have had the opportunity to combine your science, engineering or technology studies with a language. This combination gives you a competitive edge when moving from college into the workforce. Ireland's IT sector is experiencing rapid growth, and opportunities for multilingual graduates in this sector are widely available. Software companies are not the only employers interested in recruiting IT graduates. Many multinationals have set up their EMEA (Europe, Middle East and Africa) bases in Ireland, which has created a large number of multilingual technical support and customer support roles in recent years. Furthermore, employers such as Deloitte, PwC, First Derivatives Plc, Lidl and SIG actively seek to recruit IT graduates. Ultimately, an IT and languages degree opens the door to employment opportunities across a broad range of sectors.

Although job opportunities for bilingual IT graduates are plenty, the Irish Government is attempting to further develop our IT sector with the information communications technology (ICT) skills action plan. This initiative aims to ensure that the highest quality ICT skilled workforce is located here in Ireland. This programme will facilitate work placements for IT graduates and further assist with job seeking and recruitment in this sector.

During the recruitment process, most employers in this industry will place their primary focus on your relevant IT skills, such as programming using specific software, but fluency in a language will often be considered as an added bonus, and can help you to stand out from other highly skilled graduates. An IT role with a multinational company can often involve working with an international team, and having a second language can help by facilitating communication lines and improving team efficiency.

Additionally, having language fluency can place you in an ideal position to travel abroad on behalf of a company to promote international business development. As Ireland's IT sector is experiencing steady growth, starting salaries for graduate positions are relatively high, averaging €30,000 according to gradireland's current research.

Language fluency can be useful in a number of IT roles, such as:

- **IT consultants** advise, plan, design and install information technology systems for their clients. This role often involves working with international clients and on multinational projects. Good communication and language skills are attractive attributes when companies are seeking a candidate to fill this position. The ability to establish stable business relationships is very important, with language skills a real asset.

Technological aptitude and sound problem-solving skills are also valuable qualities.

- **Research and development** professionals are expected to take on a number of responsibilities, such as identifying solutions to problems occurring with existing IT systems, to analysing and developing the newest IT processes. This role can often entail working with an international team, where your language skills may prove to be a distinct advantage. Working in this field can be both challenging and exciting, as you may find yourself involved in many different projects across a variety of sectors. An innovative mindset and well-developed teamwork skills are also important.
- **Technical support** professionals are responsible for delivering rapid quality assistance to clients and colleagues. Maintaining computer systems and providing technical solutions can involve both face-to-face or phone interaction. The ability to converse in a client's mother tongue while providing technical support is highly valued.

Ideal candidate

A technical degree, such as computer science, engineering or maths is often a job requirement. Language fluency in addition to a technical qualification can be a significant asset during the application process for an IT position. During the application process, it is important to demonstrate your transferable skills, such as language fluency, which employers will consider a real asset.

If your primary degree is not IT related, but you have a degree in languages, it does not mean you are not of interest to an IT-sector employer. Candidates who have obtained a postgraduate qualification in a technical discipline can offer a variety of skills to a position. Strong problem-solving skills, teamwork and communication skills, combined with a passion for all things technical, are important attributes for professionals working in this sector.

Further study and training

There are a number of Level 8 courses that can facilitate a future career in IT. Qualifications in computer science, engineering, maths or science are commonly sought by IT employers. If your undergraduate degree does not reflect a hi-tech aptitude, it's not too late. Building your skill set to include a technical qualification is an option. There are a number of postgraduate courses that can help you to qualify for an IT role. Third-level institutions such as Dublin Institute of Technology, University College Dublin and Dublin City University all offer postgraduate and conversion courses in IT.



As mentioned on page 6, the Irish Government has highlighted the importance of a skilled IT workforce. For that reason, there are a number of diploma and degree courses available at Level 7, 8 and 9, which aim to integrate industry needs with the Irish education system. The ULearning Skillnet, which connects industry with academia, was recently established to maintain industry growth by addressing the skills gap in the Irish labour force. The principal training providers are UL, IT Sligo, NUIG and UCC.

Finding a job

IT roles exist in software companies, or companies that specialise in IT support. Other key employers are large multinational companies that require an in-house IT team to support their business needs, meaning you could find yourself working in almost any industry.

IT employers look for talented graduates from a variety of disciplines. Larger recruiters run graduate programmes to which you can apply directly. To find a job in IT, attend employer's events on campus, recruitment fairs and milkround presentations and speak to each employer to find out what type of jobs they can offer. Research and know your market: find out all the IT employers in the specialist area you're interested in and review company websites and specialist IT recruitment websites, such as www.itshappeninghere.ie; a website that promotes career opportunities in Irish-owned software companies.

Major IT Recruiters (as featured in gradireland's 100 Leading Graduate Employers 2013/14)

Google	Microsoft	Amazon	Ericsson
Apple	SAP	Intel	IBM



Aine Monahan

Employer EMC

Degree BSc International Business with a Modern Language, Queen's University Belfast (2013)

Language German



I began studying German in secondary school. I had no links to the country but my teacher's enthusiasm was infectious and I developed a real appetite for the language, culture and history.

As a successful applicant for the 2008 UK – German Connection Pupil Course, I took part in a two-week exchange to Kaarst, Germany. I fully immersed myself in the language and culture, taking multiple trips to surrounding cities, improving my language skills and gaining a cultural awareness of Germany. This led me to pursue an undergraduate degree in International Business with German at Queen's University, Belfast.

I applied and successfully secured a position on the Global Business Services Graduate Leadership Programme (GBSGLP) at EMC Corporation. When recruiting for the programme, the hiring team focused specifically on candidates with language proficiency. Our centre in Cork provides services for all of EMEA (Europe, Middle East and Africa) and our roles span across 23 countries speaking 17 different languages. My German proficiency transcends the various service areas, and in each I will have the opportunity to use my skills. Currently in Credit & Collections, I manage a portfolio of German customers and partners and interact with them on a daily basis.

My linguistic ability enabled me to differentiate myself from other business graduates and stand out from the crowd. I believe my language skills, combined with my International Professional Placement, which I undertook with Allianz SE in their Global Headquarters in Munich, has led me to the GBSGLP at EMC.

The training at EMC provides a vast range of both professional and personal training & development. GBSGLP is leadership-centred, with the core competency being communication. This year I will undertake a presentation skills course and negotiating skills training course.

There are multiple international and global roles in EMC and other multinationals, which place a great emphasis on the ability to support teams and processes remotely.

Fundamentally the IT sector is about connecting people. English is the predominant language of international trade but in a truly global environment people must be cognisant of other languages.

For a young, hungry, graduate who is bilingual in languages that are in demand, the sky is the limit! If one is willing to work hard, be open to international mobility, languages can open the door to exciting careers in dynamic industries, such as technology, science, food and transportation.

Languages and localisation

Software localisation is the process of adapting computer software to suit the needs of a particular country, language and culture. A multilingual workforce is required in order to translate and adapt software to reflect cultural sensitivities. As Ireland is a desirable location for major multinational corporations to locate their European headquarters, opportunities for localisation roles are growing rapidly. Major software companies, such as Google, LinkedIn and PayPal all have a localisation and customer support team based in Ireland. There are a number of sectors that require localisation teams, such as financial services, multilingual customer care, the video games industry and the medical device industry.

Language experts within a localisation team need to have specialist knowledge and to be able to handle complex terminology. Language staff can be required to translate all types of software, computer programs, technical manuals and documents for customer support. Core activities include translation from English to a target language, using computer-assisted translation technologies (CAT) and adapting the translated text to fit the cultural context of the target audience, which is a crucial element of localisation. Failing to adhere to cultural sensitivities can damage a company's reputation, brand and their profits.

A position in localisation offers a world of opportunity to bilingual graduates. Given the global nature of localisation, the job can involve international travel. For localisation language experts, this can sharpen their language skills, as well as provide them with the chance to explore different cultures. Salaries are competitive in this profession. The average starting salary is €25,000, and with a proven level of experience and expertise, salaries may increase to over €50,000. Currently, the localisation sector employs up to 16,000 people in Ireland, with that number set to grow.

The process of localisation involves a multidisciplinary team. Therefore, there are a number of different positions available to language graduates in this field.

- **Localisation linguist/translators** are required to translate an array of material, such as online content, marketing campaigns, product manuals and documents for customer support. Native fluency in the language they are translating into is required, and professionals working in these roles are usually multilingual graduates with an interest in a business area. They are often employed by major multinational companies, however many also choose to work on a freelance basis with a translation agency.
- **Localisation project managers** are responsible for the overall coordination of localising a product. They put



together a team of localisation engineers, testers and translators and liaise closely with the product development team. They often manage projects in one or two different languages. Employers look for management skills as well as language fluency when recruiting for this role.

- **Software localisation engineers** are involved in every aspect of the localisation process. They often analyse changes to be made to the localised software being developed. They identify the specific elements that need to be translated or adapted to the new cultural context, and prepare them for the process. Therefore they often work closely with the localisation translating team. A technical background with strong communication and linguistic skills are usually necessary for this role.

Ideal candidate

To pursue a career in localisation, a language qualification is generally not enough to impress an employer. A localisation position requires a suitable qualification and a combination of skills; a third-level degree in a technical, science or business related course, in addition to a language skill, is usually essential. A postgraduate conversion course in IT or translation can also launch a career in localisation. An ideal candidate for this type of role is one who demonstrates a passion for culture, language and who is interested in business and IT relations. The ability to work effectively as part of a team, a willingness to learn, problem-solving skills and initiative are also important.



Further training and study

Localisation acts as a crossroads between business, computing, language and culture; there are a number of ways to develop a career in this field. There are several level 8 courses that can facilitate an exciting and international career in localisation. Choosing a course that focuses on one or two of the disciplines of localisation, such as business and a language or IT and a language, will provide you with the right educational background for this field. Dublin City University, Trinity College Dublin, University College Dublin and University of Limerick all offer level 8 courses that can support a future career in this profession.

There are a number of postgraduate courses that can also support a career in localisation. Whether you choose to pursue a specialised postgraduate degree in localisation or decide to build upon your skill set through a postgraduate degree in IT or translation, there are a range of options available.

Finding a job

Employers may be multinational companies or localisation service providers, with jobs generally being advertised through specialist recruitment agencies and websites that either deal with language skills, or IT, or both. Translation websites and journals are also a good source of information. Many of the largest recruiters of localisation staff are based in Ireland, as multinational software companies often employ their own teams of language specialists. More commonly, companies employ the services of specialised localisation and translation services, and a sizeable number, such as Moravia, are located in Ireland.



Tom Ryan



Employer Nova Pitch Perfect English Translation

Degree BA French and Irish, Mary Immaculate College;
MA Advanced Language Skills, NUI Galway

Language French and Irish

I studied French and Irish as part of a liberal arts degree at Mary Immaculate College with the aim of becoming a teacher. However, having studied a language you'll find that there are many other opportunities available, and so during my undergrad course, I came to realise that translation was in fact the path for me. I then went on to complete a masters in advanced language skills in NUI Galway, which explored the area of translation and interpretation in depth.

I'm currently working as an in-house translator and project manager for a company called Nova Language Solutions based in Cork. We translate, edit and proof texts in many areas including marketing, tourism, IT and publishing as well as providing terminology management, third-party review and content creation services. The work offers a lot of variety and each day I get to work on translating and localising texts as well as liaising with customers and managing projects that require daily input, for companies such as Google, Sony and Expedia.

A solid background in languages is obviously essential in my line of work. I use my languages on a daily basis and communicate with translators and customers from a variety of locations, such as UK, France, Germany, USA, to name but a few. We help customers in Ireland reach a global audience and provide foreign companies with a distinctive English voice so that they can expand into English-speaking markets. Working in localisation and translation means that languages are the foundation of my career. Companies no longer have to limit themselves to selling products and services within their own countries, and travelling is easier than ever. Localisation and translation play a pivotal role in helping people and businesses to communicate with different audiences and adapt their message to new markets. Whether you want to work at an international level or a local level, languages give you a major advantage.

If you want to work in this sector, it is of course important to research which languages are increasing in popularity in the field of localisation and translation, and then my advice would be to keep your language skills as fresh as possible. It may be a cliché, but languages are a living entity and are constantly changing. I'm currently doing an Irish grammar course one night a week in UCC to brush up on my Irish language skills. In terms of localisation and translation specifically, practice really does make perfect. Ireland is offering increasing opportunities in the localisation industry, tourism and IT. Internships are also a great way of gaining experience and getting your foot in the door of the industry, which is still quite small in Ireland, but is growing exponentially.

Languages and the food export in

Ireland's food and beverage export industry is thriving, with several Irish firms ranked among the world's top 50 food and beverage providers. Multinational food and beverage firms continue to have a strong presence in Ireland. This industry offers language graduates a number of job opportunities in Ireland and abroad.

According to the HEA Expert Group on Future Skills Needs (EGFSN), future success for Ireland's food export industry relies on the ability to identify and understand customer needs. Graduates with well-developed cultural awareness and language fluency are well placed to provide expert customer care to a global customer base. Graduates with proficiency in a European language such as French, German and Spanish remain in demand, while there is also an increasing demand for graduates fluent in Chinese, Russian or Portuguese, to enhance access to emerging markets.

Roles in marketing, sales, management, customer services, design and development and distribution are all available to bilingual graduates with the right skill set. Graduates who combined their language studies with a degree in science, marketing or business are well suited to this industry. Language skills can be applied to a number of positions in this sector, such as:

- **Export management** professionals oversee the entire export process and liaise with and advise export personnel and business partners. Key tasks carried out by an export manager include; strategic planning, developing export sales plans and analysing new industry opportunities. Team work is an important element of this role. A candidate must have strong language and communication skills in order to work cohesively with both their team and international clients.
- **Marketing and sales** teams are essential for promoting a company's product or services, and establishing strong customer relations with international clients. This position entails working closely with customers, promoting products and building sales. Language skills are an asset in this role, as they facilitate the building of relationships between the company and buyers. These strong relationships can lead to a better growth in market share, and can open up the possibility of becoming preferred suppliers.
- **Design and development** roles demand an innovative and multilingual team. The design and development team's job is to identify with customer needs and respond accordingly. A language skill can make communication lines more efficient between the exporter and client.
- **Customer service and support** professionals monitor customer satisfaction. Their job is vital to the

maintenance of existing client relations and acquisition of future international customers. Understanding and catering to the customer is crucial to the continued success of Ireland's food export industry.

Ideal candidate

The ideal candidate for roles in the food export industry should have a combination of qualifications, such as a degree in business, engineering or IT, combined with fluency in one or more languages. Cultural awareness is also a key skill desired by employers. The ability to identify and understand a foreign market will boost export opportunities abroad. Knowledge of e-commerce and product development is often a requirement for graduates in this sector. Other highly sought transferrable skills include the ability to work effectively with a team, well-developed communication skills and an analytical aptitude.

Further training and studies

There are a number of level 8 courses that will provide you with the education to launch your career in the food export industry. It is important to maintain your language skills while developing a hard skill through your primary degree. Some Irish universities offer specialised courses in food business, such as a BSc in Food Marketing and Entrepreneurship offered by UCC and a degree in Food and Agribusiness Management offered by UCD.

There are also postgraduate programmes that can expand your skill set and make you a more valuable candidate to a potential employer in this industry. An MSc in Food Business or Food Marketing is offered by UCC. A number of food export orientated graduate programmes are also offering postgraduate programmes to their employees. These include Bord Bia's Marketing Fellowship, which has collaborated with UCD Michael Smurfit Graduate Business School to offer an MSc in International Marketing. Similarly, Ibec's Export Orientation Programme (EOP) has collaborated with DIT to include a postgraduate diploma or masters in International Business. These courses aim to upskill Irish graduates and adequately prepare them for food industry export employment roles.

Graduate programmes that offer experience and placements in Ireland's food export industry are a popular choice for graduates looking to pursue a career in this sector. Often, these programmes offer placements in an international setting. Both Enterprise Ireland and Ibec's Export Orientation Programme (EOP) are two of Ireland's most prestigious food export graduate programmes and are available to graduates with the right credentials.

Finding a job

Career opportunities in the food export industry exist in both the private sector and state supported bodies, such as Bord Bia and Enterprise Ireland. Jobs are usually advertised on company websites or through individual third-level career services websites and targeted websites such as gradireland.com. Both indigenous and multinational food and drink corporations are actively seeking graduates from a variety of disciplines with language skills. This sector has continued to flourish despite recent economic difficulties and employment opportunities for multilingual graduates are frequent.

Major Food and Drink Recruiters (as featured in gradireland's 100 Leading Graduate Employers 2013/14)

Jameson – Irish Distillers	Bord Bia
Kerry Group	Kraft Foods (including Cadbury)
Glanbia	Coca-Cola
Dairygold Food Ingredients Ltd	Diageo



Constance O'Brien

Employer Slaney Foods International

Degree Business and French, Trinity College Dublin (2011) MSc International Business Development, Dublin Institute of Technology (2012)

Language French and Italian



I have always enjoyed studying languages and studied higher level Irish, Spanish and French for my Leaving Cert. As a language oriented student, it felt natural to study Business and French in Trinity College Dublin. The Business and Languages curriculum at Trinity is set up so that the language is taught through the medium of business and politics rather than literature.

In my final year, I specialised in International Business and Strategic Management on the business side of my course. This gave me a high level of fluency in the French language but also in business French and a very good working knowledge of the French business environment.

After I graduated, I accepted a position on the IBEC Export Orientation Programme (EOP), which places graduates with companies looking to increase their exports and grow their business in international markets. The programme also funds participants to enroll in a part-time postgraduate degree in International Business Development in DIT.

I am currently employed as a sales executive for Slaney Foods International. I primarily work through English, French and Italian, Italian being a language I learned for my company while on the placement. They needed another Italian speaker in the office and as I have always been open to learning new languages, Slaney sent me to Italy to work and study the language. My time spent abroad developed my Italian to a professional working level and fulfilled a need for my company.

Working as a sales executive for the food export industry comprises a number of jobs. I supervise accounts all over Europe using my French, Italian and Spanish. I manage relationships, pitch sales, target new customers and promote inside sales. Initiating business with international clients through their native language is a common courtesy

that can often work to secure profitable and long-standing business relationships in to the future. There are cultural quirks in every international marketplace which cannot be ignored while conducting business. Being multilingual and being lucky enough to have acquired a level of cultural awareness during my studies and various stints abroad has helped me enormously in my position. Having languages opens doors to working on projects that you might not otherwise be asked to collaborate on, especially as a recent graduate in a junior position. Ultimately, a second or third language could potentially fast-track your career and could enhance your internal development prospects.

If you are considering an international career, consider the Irish food industry. It is the fastest growing indigenous industry in Ireland, with growth set to continue over the next 5/6 years.

An Bord Bia and other government bodies work tirelessly conducting trade negotiations to open up access to new markets for Irish products across the world in countries such as China, Japan, Russia and the US.

If you want to travel for work, which is one of the main aspects I love most about my job, languages are obviously a distinct advantage. I would say the time I spend abroad versus the time I spend in the office could be divided in half.

Even if you want to stay in Ireland, languages are still a great advantage to you in your career. The Irish jobs market has become more and more international. Ireland was recently named the most globalised Western economy and Forbes even named Ireland as the best place to do business in the world in 2013. Our country attracts a huge amount of FDI, and companies from all over the world choose to base their EMEA and MENAT headquarters in Ireland, and these companies are always searching for new talent with language skills.

Marketing and sales with language

Marketing is the process of promoting the goods or services of an organisation and takes place in all areas of industry. Advertising involves creating awareness and managing a company's 'brand image', as well as their products and services. PR (public relations) is closely linked with marketing and focuses on managing the reputation and public perception of companies, organisations or individuals. PR aims to build and maintain goodwill in the eyes of stakeholders and the public. Excellent communication skills are required for a role in this field. In order to excel in a globalised market, the ability to communicate through a variety of different languages is of key importance.

A company's sales team is responsible for selling their companies brand, product or services. Exciting career opportunities in this field exist for graduates with a combined background in business/marketing and languages. For example, roles such as export sales assistant and export sales manager require interaction with potential and existing overseas clients. Fluency in the client's language along with cultural awareness means better business relationships and more overseas clients.

Large advertising agencies promote international brands in multiple markets, and need to be aware of the multi-cultural international environment in which they are trying to drive sales. Every advertising campaign must reflect and suit the different cultural contexts of individual countries. A multilingual graduate working in this sector can leverage their skills to tailor an ad campaign according to the national audience. They can also more readily contribute to the process of creating fresh branding and marketing ideas with international clients. Foreign advertisement companies will often contract an Irish advertising firm to promote their campaign in Ireland. Language skills can help the agency to accurately comprehend a client's vision, and to deliver a successful strategy.

There are a number of roles that apply to the business, marketing and sales industry which require a multilingual workforce. Recruiters for roles in event management, public relations, sales, brand management and advertisement, to name a few, often seek language graduates. Communication and interpersonal skills are at the core of these roles. The growing number of multinational corporations in Ireland together with indigenous companies' increasing interest in accessing foreign markets creates employment opportunities for multilingual graduates with an interest in marketing and related roles.

The ideal candidate

Marketing, sales and business recruiters are relatively flexible with their graduate requirements. A 2:1 level 8

degree in a range of disciplines is the general prerequisite, but, a business related qualification may be useful when applying for a role within this field. This sector demands candidates with a fresh, innovative mindset, who can bring novel and creative approaches to the workplace. The ability to maintain business relations with clients is crucial to a role in these fields. Excellent communication skills are therefore a must. A candidate must have the ability to articulate with both the written and spoken word, while the ability to identify with and comprehend a variety of different people and digital media is essential if considering a career in this field. IT skills are also valued attributes which employers often look for in a candidate. Depending on the specific role, language fluency can often be a definitive job requirement.

Further study and training

A level 8 qualification in almost any discipline is normally essential before pursuing a career in marketing and sales. A postgraduate conversion course relevant to a career in marketing, business and sale, is not a requirement but can often be useful when applying for job positions in this sector. While there are non-marketing/business graduates who transition into this field without a level 9 qualification, it is a viable option for recent graduates who would like to specialise and enhance their chances of securing a job in this field. It is also important to keep in mind that for students without a background in marketing and sales, demonstrating transferable skills, such as language fluency, will be of interest to employers.

The Chartered Institute of Marketing (CIM) offer a range of marketing courses at level 7, 8 and 9. Many national universities, such as UCD's Michael Smurfit School of Business, NUI Galway's J.E. Cairnes School of Business & Economics and UL's Kemmy Business School, all offer post-graduate conversion courses in marketing and business, which accept graduates from a variety of disciplines.

Finding a job

With Ireland being a popular location for multinationals to locate their EMEA headquarters, employment opportunities for bilingual graduates seeking jobs in marketing or sales are widely available. While some large recruiters offer marketing roles as part of their graduate scheme, this is an area where working for a smaller company is often the best route in. Smaller employers with in-house marketing departments tend not to offer graduate roles but recruit into their marketing departments as needed. Look for jobs advertised with the job title of 'marketing assistant', 'marketing executive' or 'advertising executive'. Entry-level positions are also available at marketing agencies for those with the right skills.

Major FMCB Recruiters (as featured in gradireland's 100 Leading Graduate Employers 2013/14)

L'Oréal	Paddy Power	Vodafone
Google	Jameson – Irish Distillers	Microsoft
Mars		



Amy Coghlan

Employer China International Duty Free

Degree Business, Economics and Social Studies, Trinity College Dublin (2009); Business and Chinese, Tongji University Shanghai (Erasmus year, 2007–2008); MBS Asian Business Scholarship, University College Cork (2012); Business Strategy in Asia, Nanyang Technological University, Singapore (2012)

Language Chinese (Mandarin)



I had always wanted to have an international career so I chose to study Business, Economics and Social Studies (BESS) in Trinity, as I knew there was an opportunity to study abroad in third year. By the time third year came around, I was fascinated by what was happening to the Chinese economy, and was very happy to take the opportunity to go to Shanghai on a year abroad. It was only then I started learning Mandarin in the university there. When I returned to Ireland, I continued practicing my language skills through the Chinese Society at Trinity and the Confucius Centre in UCD.

After a few years of working in an international research role in Dublin, I was happy to get a place on the Farmleigh Fellowship. My position gave me the opportunity to study for a masters degree in Asian Business in UCC and in Nanyang Technological University in Singapore. The Farmleigh Fellowship also matched me with a company called China International Duty Free, with whom I was placed in Shanghai during my masters programme.

After the Farmleigh Fellowship, I was very pleased to take a full-time role with China International Duty Free. Currently I am the Business Development Manager. We distribute and market Chinese brands in the international duty free market. My job requires a thorough understanding of Chinese products and brands, Chinese consumer behaviour, and the intercultural skills to deal effectively with Chinese suppliers. I help devise strategies and marketing initiatives to reach the audience of Chinese travellers in duty-free shops all around the world.

I think my knowledge of Mandarin opens up a lot of doors for me. In Chinese culture, relationships are extremely important. Knowing the language has helped me build these relationships. It also allows me to keep up with trends in

China and potential business opportunities that may not be otherwise reported in English. I can understand more about Chinese culture which is an important aspect of consumer behaviour. I enjoy being a liaison between the Chinese and others.

From what I have seen in emerging markets, relationships seem to be very important, perhaps because they help compensate for the lack of infrastructure and institutions that we take for granted in developed countries. Language skills really help build those relationships.

People may see how many Chinese, Russian and Indians now speak such good English and think that there is no point learning those languages. However, it's a very different thing to have a Western mindset and speak one of those languages compared with, for instance, a Chinese mindset and speak English. Both profiles are needed in the international workforce. There are far fewer of the former.

I think it's about developing a curiosity for these different countries and cultures and then the desire to learn the languages will follow. Exchange programmes, in my opinion, are the best way to do so.

Having more than one language means you can look further afield for the right opportunities. A language allows you to be a link between two cultures which is very important for an international workforce.

There are so many international firms clamouring to succeed in China. In those firms there is an advantage to having the 'Western' mindset and also being able to speak Chinese. There are also a number of great graduate programs such as the Farmleigh Fellowship, which helps link graduates to companies who are looking for key people with language skills to be on the ground in Asia.

A career in translation

Translators translate texts and documents from one language into another, and always deal with the written word. Most translation is of a scientific, technical or commercial nature and texts are hugely varied, ranging from technical manuals to promotional literature, to legal contracts. Key industries that employ translators include engineering, insurance, banking, medicine, law, computers, pharmaceuticals and many others.

There are a number of tasks involved in the translating profession. Generally a translator compiles terminology and information to be used in translations, including technical terms such as those for legal or medical material. They often are required to read material such as legal documents, scientific works or news reports and rewrite it into specified language or languages following established rules pertaining to factors such as word meanings, sentence structure, grammar and punctuation.

The recent expansion of the European Union (EU) now means that there are 24 working languages in the Union. This has created more job opportunities for translators. However, there is increased competition for jobs in this profession and it is now a prerequisite to have proficient knowledge of a third language for roles with the EU. It is an advantage to be able to offer one of the lesser-spoken languages in the European Union such as Greek, Danish or Portuguese. International bodies and the private sector have a growing demand for translators, especially those skilled in a language relevant to an emerging market such as Chinese, Russian, Arabic or Hindi.

Salaries can be varied depending on whether you are freelance and self-employed, working for a large multinational organisation, employed in a civil-service position or employed within EU departments.

Employment paths

It is common for translators to work on a **freelance** basis. In this case, they are generally registered with an agency and are therefore contracted by commercial enterprises as well as by the public service. One of the advantages of freelance work is that the work can be very versatile and interesting, however work can be irregular and provides little job security, and can involve quiet periods with no income.

Government institutions and international organisations, such as the European Union (EU) and United Nations (UN), are key employers of translators. Job roles include:

Staff translators are usually employed on a full-time basis with large companies, government departments or international organisations such as the UN or the EU departments (Directorate General). To work for the EU, it is

a necessity to have three working languages, two of which are at expert level. To work for the UN, you must have perfect command of one relevant official language of the UN; this is considered the candidate's main language. Arabic, French, Russian and Spanish translators must have excellent knowledge of at least two other official languages, as tested by the relevant United Nations competitive examination. English translators must also have excellent knowledge of at least two other official languages, one of which must be French. Chinese translators must have excellent knowledge of English, and knowledge of an additional official language is desirable.

Working as a staff translator is not limited to international work; there are opportunities available for staff translators hoping to access a job translating the native Irish language. Most Irish translation jobs exist within the civil service, working in the Houses of the Oireachtas or the Department of Education. Irish is also a working language of the European Union. Positions are available for translators with Irish as one of their three languages.

The ideal candidate

An effective and reliable translator must have a knowledge of, and/or interest in, specialist areas such as computing, law, science, medicine, engineering or finance/banking as well as fluency in two other languages. The range of qualifications needed varies depending on the type of work. A degree in languages and a qualification in translating along with one or more specialist interests is the most frequently required background. Other essentials include excellent word processing skills, a good working knowledge of IT, well-developed written communication skills in your mother tongue (including an exceptional knowledge of grammar and spelling) and a good sense of personal integrity. The material dealt with can often be of a sensitive and confidential nature, which calls for the utmost discretion on behalf of the translator. Resourcefulness, problem-solving and the ability to work under pressure are also much-used skills, as difficult tasks and narrow deadlines make their demands on translators. A natural curiosity and willingness to learn are vital qualities, as you may be constantly required to explore new and different areas of knowledge.

Further study and training

Continually practicing and refining your language skills is vital to maintain fluency. There are a number of Irish universities that offer level 8 qualifications in language studies, which is often an industry requirement. There are many courses available at level 7, 8 and 9, that specialise in this field, which can help you to build your language fluency

and develop a career in translation. NUI Galway, Dublin City University and University College Cork all offer postgraduate courses in translation studies, which will provide a language graduate with the necessary skills and preparation for the competitive nature of a career in translation.

When seeking to improve your language fluency to the expert level required to work in this field, it is important to consider the accreditation of a particular translation/interpretation course. The EU established a universal qualification, European Masters in Translation (EMT), offered by a range of European institutions, in order to improve the quality of translator training.

Finding a job

Most translators in Ireland are freelance or work for agencies. Make contact with several translating agencies.

Many are very small operations but some of the larger ones contract out assignments. Register your skills and abilities with them.

A small number of large multinational companies will employ their own translators but most of their needs are met by agencies. Research multinational companies based in the country in which you want to work, then search the 'careers' section on their website and see what opportunities might be available to language graduates.

Translating jobs are more plentiful in Ireland, particularly in technology fields. Microsoft's European Development Centre, the largest outside the US, employs a large number of translators for localisation processes. Apple's European Operations Centre employs more than 1,000 staff and many of those working in tele-services and financial services are employed for their language skills.



I believe that all languages are an asset to you

Rónán Mac Murchaídh

Employer European Commission

Degree European Business Studies, University of Ulster

Language French and Irish

My interest for language studies dates back to my secondary level education. I choose to study French for my Leaving Cert, which I pursued into my third-level education. I combined French with a degree in European Business Studies at the University of Ulster, during which I spent a year abroad, living with a French farming family in the South of France. This experience allowed me to wholly immerse myself in the language and culture, and most definitely assisted with the development of my language skills. In my opinion, taking a year abroad to spend in a country relevant to the language you are learning is ultimately the key to achieving fluency in a second language.

After time spent working in the financial services industry, I decided to further develop my language skills with a translation course through EUROPAS. Afterwards, I entered a competition presented by the European Union (EU) and earned a translating position in Brussels under the EU's Directorate-General for Translation. After three months, I was transferred to Ireland's European Commission Office. Ireland was in its first month of its EU presidency at the time, so the working environment was exciting. I am currently the first person to fill the position of field officer. My daily activities include translating a variety of papers into Irish, including political speeches, legislative documents, and daily news updates. I also organise and run events, which include visiting schools and talking to students about the importance of acquiring a second language in today's globalised society.

I believe that all languages are an asset to you, whether that is an EU language, the native Irish language or an international language, such as Chinese or Arabic. My three working languages are English, Irish and French. Irish is now an official EU language, and can be counted as your third language. The EU offers a range of opportunities to language graduates. You may start in a translating position, like myself, however, often times funding for further training is available, which could facilitate a career move into other positions. The salary is also attractive. It is important to establish a multi-lingual workforce to represent Ireland in the EU – without them, our national voice will struggle to be heard.

As a whole, it is important to combine a language with a technical skill, such as a language with science or business, to give yourself the best chance possible when seeking employment opportunities.

With access to international radio, TV stations and foreign literature through the internet, it is now easier than ever to learn a language. Language students should take advantage of the resources available to them, and immerse themselves in the language any way they can. Developing your language skills this way, enables you to get a feel for current phraseology and familiarise yourself with connective phrases. My best piece of advice is to read, read and read. Study material in a different language that interests you, whether that is fashion magazines, sports articles or cook books. In this way, you will be able to make a connection and embed the language into your mind.

A career in interpretation

Interpreting is a form of translation that uses the spoken word. Interpreters translate verbal statements from one language to another. The core responsibilities involve listening to, understanding and memorising what is said and accurately conveying it in a different language. Interpreting is usually from a person's second language into their mother tongue; communication can either be one way or two ways, depending on whether the situation involves a dialogue or a speech.

Interpreting is a highly skilled profession that requires a number of competencies combined with your language fluency. A lot of advance preparation is required, particularly for specialist areas, and interpreters often request papers, glossaries and agendas several days before an assignment.

Core activities will include researching specific terminology and vocabulary and preparing paperwork in advance of the meeting or event. On the day, the interpreter's main activities are listening, analysing, understanding and memorising content in order to reproduce it in mother tongue quickly, accurately and confidently, and making 'on the spot' decisions to convey meaning.

Interpreters need to reach a high level of language competency which can often only be gained by immersion in the native environment of the languages they have studied. Taking the time to complete an ERASMUS or a work placement abroad will drastically improve your language skills and is ultimately the key to fluency, a requirement for a career in interpreting.

Depending on the employer, there can be extensive travel opportunities for interpreters. Salaries can be varied depending on whether you are freelance and self-employed, working for a large multinational organisation, employed in a civil-service position or employed within EU departments. The best-paid jobs are in Brussels, Strasbourg and Geneva.

Employment paths

Conference interpreting can be conducted in two different ways: simultaneous or consecutive. Simultaneous interpreting involves sitting in a soundproof booth, listening to what is being said through headphones and simultaneously translating this into the interpreter's native language. This is the most common type of interpreting at large events such as European member-state meetings. Consecutive interpreting involves waiting until the speaker has finished speaking before interpreting; accurate note-taking is an essential part of this method.

Community interpreting A career in interpreting can also extend to working in a community setting. Doctor/

patient consultations in hospitals, legal consultations, business meetings, corporate dinners and social events, can all require the expertise of an interpreter. A community interpreter will interpret obscenities and colloquial language and will not simplify language used, and works both in and out of his/her mother tongue in face-to-face situations.

Other types of interpreting include **video conferencing** – this is usually used by large multinational companies, **remote interpreting** (telephone interpreting) often used by politicians, and **media interpreting** for TV and film.

Ideal candidate

The ideal candidate for an interpreting role will need to have an excellent command of the English language and fluency in two other languages. Proficiency in a third language is desirable and advantageous. You should be well-educated in a general sense and possess a knowledge of current affairs, politics and other cultures, have well-developed powers of concentration and a good memory. Interpreters need the ability to process and analyse information quickly; they should be alert and intuitive and have the ability to adapt instantly to situations, people and topics.

Interpreters also need to be increasingly IT skilled; software technology has been developed to extract specialist vocabulary and build up a database of vocabulary banks.

Acceptable entry requirements are varied; a combination of a degree in languages and a qualification in interpreting is the most conventional route into this profession. A degree in another relevant discipline and postgraduate training could also be a requirement. A pre-entry postgraduate qualification is not always necessary but is a distinct advantage.

Further training

There are a number of Irish universities that offer level 8 and 9 qualifications in language studies, which is often an industry requirement. Courses in conference interpreting are available in Ireland. A qualification in interpreting may be required in order to specialise your languages degree and develop a career in interpreting.

The establishment of the European Master's in Conference Interpreting (EMCI) was designed to provide expert interpretation training in both European and non-EU languages. The core curriculum of this qualification reflects global trends and new developments. This qualification is offered by a range of European Institutions in order to improve the quality of interpreter training.

Finding a job

To advertise yourself as a freelance interpreter, register with the Irish Translators and Interpreters Association

(ITIA); your details will be listed on their website. Progression can be difficult initially, but at an international level, prospects are good. It can be difficult to get established as a freelancer, but once established you can be selective in undertaking work.

Interpreting is a highly skilled profession and requires extremely high standards. It can take several years to become thoroughly qualified in the field. Spending significant periods of time abroad improving fluency is an essential part of training. Most interpreters work freelance and getting started is a challenge – the majority register with an agency and are given small, relatively easy assignments to begin with. Depending on success, larger assignments are then taken on. It is very important to become a member of the Irish Translators


and Interpreters Association, as your name and profile are then listed.

Major recruiters for translators and interpreters

The European Commission is the biggest employer of interpreters and translators; they are selected on the basis of highly competitive examinations and interviews. All EU interpreters are employed in the Directorate General for Translation of the European Commission (DGT).

Other recruiters include

- United Nations
- The World Health Organisation (WHO)
- The North Atlantic Treaty Organization (NATO)
- The Court of Justice of the European Communities.




Barry Doran

Job Freelance Conference Interpreter

Degree BA French and Maths, NUI Galway (1999); Master Interprétation de Conférence, ESIT – École Supérieure d'Interprètes et de Traducteurs (2006–2010); Conference Interpreting, NUI Galway (2009–2010)

Language French, Spanish and Irish



I started my Arts degree in NUI Galway in 1999. I wish I could say that back then I had already begun planning for a career in languages, but that was not the case. I simply had no idea what I wanted to study, so I chose a degree that would allow me to continue the two subjects I enjoyed most in secondary school: French and Maths. I began my degree studying French, Maths, an *ab initio* German and Spanish, and went on to graduate with a BA in Spanish and Maths.

When choosing my degree, one major motivation for studying a language was that it would give me the chance of spending a year abroad on Erasmus. I ended up doing my Erasmus year in Salamanca – and it was a great experience!

After graduation, I went to France to teach English. A friend told me about an interpreting school in Paris, called ESIT. Interpreting sounded like my dream job – working with foreign languages, helping people to communicate with one another and having the opportunity to learn other new languages. I went on to complete my interpreter training in ESIT, where I learned to interpret with English, French and Spanish. I then completed an interpreting course in NUI Galway, which allowed me to add Irish to my working language combination.

My current role as a freelance interpreter involves interpreting at meetings for the European Commission, European Parliament or the Council of the European Union. I work mainly in Brussels, but frequently travel to Strasbourg and Luxembourg for work. My job consists of listening to

several different languages (French, Spanish, German and Irish), understanding them fully, and orally transmitting the message in perfect English. I don't need to be able to speak my working languages flawlessly, just English.

Because of the variety of meetings I interpret at, my use of my mother tongue needs to be flexible enough to deal with very technical meetings (knowing legal and economic vocabulary, for example), political meetings where politicians can sometimes get carried away with themselves, or meetings that require an in-depth knowledge of the workings of the EU.

Incidentally, working as an interpreter in Brussels, knowledge of EU languages is far more important than knowledge of non-EU languages, whereas in organisations such as the UN, there is a demand for interpreters with non-EU languages, such as Russian.

For anyone considering a career in translation or interpreting, it's important to ensure that your language skills are up to scratch before starting a translation or interpreting course. The workload is very high on such courses, meaning that you won't have time to both improve a weak language and learn the techniques necessary for professional translation or interpreting.

I would say that if the idea of constantly learning appeals to you (whether learning a new language, perfecting an existing language or improving your general knowledge), then a career in interpreting or translation could be the right choice.

Other sectors where languages are important

There are a vast range of job sectors in which languages are seen as an asset. Employers right across the spectrum are looking for graduates with a specific combination of skills, knowledge and qualities, and proficiency in a foreign language is just one of those skills. The following are some other categories where your language skills could prove to be valuable:

Tourism – the tourism industry includes tour operators, travel agents, airlines, incoming travel specialists and tourist boards. Tourism Ireland has offices in several of the main European cities, with the aim of developing incoming tourism in Ireland. Irish graduates with languages are recruited for this role. Tour operators have seasonal employment opportunities for client representatives in all of their holiday destinations and knowledge of the local language is a must. These jobs can provide exciting opportunities for graduates to spend time abroad perfecting their language skills. Airlines only employ air and ground stewards with a foreign language and it is a very competitive sector.

Education – secondary school teaching has traditionally been one of the most popular career paths for language graduates. A secondary school teacher normally deals with all levels of subject knowledge, from raw beginners in their first year to higher level Leaving Certificate students. While the curriculum content for languages and its objectives remain largely unchanged from year to year, the creative scope for how it is delivered can be broad and exciting. The ‘ideal’ teacher needs to be in possession of a rich range of resources, qualities and skills in order to enjoy the job and do it effectively. Two essential qualities for successful

teaching are the ability to relate well to young people and to have enthusiasm and a love for your subjects. Energy, drive, self-motivation, adaptability, creativity and excellent communication skills are all highly desirable qualities and skills. In order to pursue a career as a post-primary teacher, a language graduate must complete a Prof. Masters in Education (PME), a two-year level 9 postgraduate course, which will replace the Higher Diploma in Teaching from September 2014.

Teaching English as a Foreign Language (TEFL) – TEFL teaching refers to the work of teaching English as a foreign language, which is considered a popular choice among graduates of all backgrounds. Most will view it as a temporary occupation, before they apply themselves seriously to their ‘real’ career. TEFL teaching is an opportunity to spend a year or two abroad while perfecting fluency in a foreign language. It provides an ideal possibility for language graduates who wish to gain a high level of proficiency in order to use their linguistic skills professionally.

Courses are run throughout the country, both by private commercial institutions and universities. Courses must run for a minimum of 70 hours and must be RELSA approved (Recognised English Language Schools Association). A limited but growing number of full-time employment opportunities exist in Ireland, but the demand for qualified TEFL teachers abroad continues to be high, especially throughout East Asia in countries such as China, Thailand and Japan. Teachers need to have well-developed communication skills, be outgoing and sociable, enthusiastic, inventive, imaginative and energetic.



Working life

Given that I am working for Pernod-Ricard, a French group, and also living in Lille in France, the French language is central to my life



Rory Bluet

Job Brand Ambassador

Employer Irish Distillers Pernod Ricard

Degree NUI Galway, BA International Commerce, 2009

Language French



I graduated from NUI Galway in 2009 with a 4-year degree in International Commerce with French. Seeing as I was born and raised in Galway city, on the doorstep of one of the largest Gaeltacht areas in the country, I also have a fairly reasonable level of Irish.

When I was in college, I used to go to a “Franglish” get together, which is basically a French-English language exchange. It was almost set up like speed dating which allowed you to speak to as many people as possible in one night, each time practicing your language skills with a French-speaking counterpart. Crucially, I had the opportunity to spend year three of my course in Montpellier in the South of France. I also spent a summer working in a bar over there. It was these types of experiences which really helped me to develop my conversational French, complementing the more formal French I had learned in the classroom/lecture hall. Additionally, this experience really stood to me when I applied for my role as Jameson Brand Ambassador.

My role

The Jameson International Brand Ambassador Programme appealed to me as it allowed me to actively use my language skills and develop my marketing skills with an iconic Irish brand in an international setting.

Given that I am working for Pernod-Ricard, a French group, and also living in Lille in France, the French language is central to my life. It is the language I use all day, every day. It could be that I am in a meeting with the local team here planning an upcoming Jameson event or that I am simply having a coffee with friends. Either way, I need the language. I couldn't succeed in my role without speaking a high level of French. I'm coming towards the end of my placement in France and my next placement is in India. So, I've already begun learning my first words in Hindi!

Tips and advice

In terms of setting out to learn a language, I would say – don't be afraid to try out a few different languages before settling on one to focus on. Some people are more comfortable with the alphabet while others have a flair for characters (ie Chinese, Japanese, Greek). Unfortunately, I'm not one of the latter. I tried my hand at Korean and I can safely say I couldn't get my head around it. But I live to try another day or at least another language! I would say – seek out Irish organisations/companies with an international presence or Irish companies seeking to develop their business abroad such as Irish Distillers Pernod Ricard. You might be surprised to find out what countries they are operating in and how you can leverage your language skills to get a job there.



The Jameson International Brand Ambassador Programme appealed to me as it allowed me to actively use my language skills and develop my marketing skills with an iconic Irish brand in an international setting.

Working life

Sometimes there are great opportunities out there that are not well publicised but which may be perfect for you



Claire Keenan

Employer GLG

Degree Business Studies and German,
Trinity College Dublin

Language German



I graduated from Trinity College Dublin with a degree in Business Studies and German in 2013. As with many new graduates, I wasn't entirely sure which career path I wished to pursue. I was keen to gain practical experience in the business world while also using my language skills. I had previously heard of GLG through college and when I came across an advertisement for a 6-month placement as Recruiting Intern, I thought that it would be a perfect opportunity for me. The position would allow me to get a taste of the corporate world and give me a chance to gain valuable experience. The GLG business model of facilitating contact between leading financial companies and industry experts is innovative and unique.

Key milestones and professional achievements

The internship was very well-structured and included a two-week training period in which I learned about my role in the company. As with most jobs, practical experience is key and it was great to get hands-on experience so soon after starting. I was exposed to all aspects of the company and had the opportunity to work with managers from around the world on diverse projects crossing many industries. Further, I was able to use my German in the course of my work as well as when conversing with my international colleagues.

By the end of my 6 months, I was in no doubt that I wanted to progress within GLG. I was keen to continue learning and to take on more responsibility so I was delighted when I was offered a place as an Associate on GLG's 'Energy and Industrials' team. I have now been working as an Associate for 4 months and am thoroughly enjoying it. I regularly network with senior level executives as well as members of top financial institutions, which is invaluable experience for me at this stage of my career.

During my time with GLG, I have consistently developed my skills sets. Communication skills are essential for my job and I have built upon the strong basis that I had in this area; for example, I now confidently deal with senior executives on a regular basis. My research skills have also greatly improved.

Advice and tips

My advice to graduates entering the new market would be to research all of the available options and, above all, persevere! Sometimes there are great opportunities out there that are not well publicised but which may be perfect for you. It is also important to not jump straight into the first job that you are offered, unless it is something you really want.

Having a second language is also a huge bonus in the current economic climate and I would encourage graduates to make use of your additional languages. An internship is a fantastic way of gaining work experience and it gives you a great start on your career path, helping you to make more informed decisions about your future.

Career development

I am currently extremely happy in my role at GLG and I hope to progress through the ranks. The office in Dublin is full of young professionals, all of whom are more than happy to advise, teach and guide the newest members of staff. The friendly atmosphere and the social aspect of the office means it is a vibrant place to work. I look forward to learning more about the world of business and gaining new experiences that I know will benefit me in my career.

Highlight your language skills

Language skills are well regarded by employers and it's important to clearly show these skills when you are looking for work. Here are some ways that you can highlight your language skills in your CV and on your social media profiles.

Your CV

There are many places in your CV where you can write about your language skills. Mention your languages in:

Personal profile

"A BA International Business graduate with fluency in French and German who possesses strong intercultural skills developed during Erasmus studies in Berlin, with experience developing promotional campaigns for two student societies, currently seeking an entry level marketing role in an international company"

Skills section

Languages:

- Russian (upper intermediate)
- German (intermediate)
- French (beginner)

Education section

BA Chinese and International Business – 2.1

Dublin Institute of Technology

Modules included:

- Chinese First Class Honours 72%
- Chinese Cultural Studies 67%
- International Marketing 68%

Other courses/training section

"Summer 2011: Intensive Business German Course, Goethe Institute, Dublin 2"

Experience

"Sales Assistant, Celtic Crafts, Galway, Ireland

- Provided multilingual customer service to tourists from Europe and South America
- Created VAT refund information leaflet and translated into Spanish and Portuguese"

Your online profile

LinkedIn can provide a platform for you to show employers what you can do. Write about your language skills in the following sections.



The headline

BA European Studies graduate, fluent French and Italian speaker

The summary

You can include text about your language skills, for example:

"I am a fluent Portuguese speaker, having studied Portuguese for the past four years and spent a summer working in a restaurant in Porto"

The experience section

As above in "Your CV – Experience"

Skills and endorsements

Add each of your languages to the skills section. Your LinkedIn connections can then endorse you for your language skills.

Groups

Join relevant groups eg "Russian speaking professionals – international recruitment", "French speaking sales, marketing and communications jobs"

Languages

List the languages that you speak, and your level of proficiency in each, in this section.

Undergraduate courses on offer in Ireland



NUI Galway

- Bachelor of Commerce International (French, German, Irish and Spanish)
- BA International

NUI Maynooth

- BA European Studies
- BA Arts

Trinity College Dublin

- BBS Business Studies with French/German/Russian/Polish/Spanish
- BA European Studies
- LLB Law with a language (French or German)
- BA Arts (TSM) German/French/Greek/Russian/Spanish/Italian
- BA Computer Science and a language (French, German or Irish)

University College Cork

- BA World Languages

- BA Arts – Portuguese/Italian/Chinese/Spanish/French/Greek
- Commerce International with Chinese/French/German/Spanish/Italian/Irish
- BCL Law and Irish/French
- BA European Studies (French, German, Italian or Spanish)

University College Dublin

- BA Arts (French, German, Irish, Spanish or Italian)
- BA International Languages
- Commerce International – French/German/Italian/Spanish/Chinese/Portuguese
- BCL Law and French or Chinese

University Limerick

- BA Applied Languages – French/Irish/German/Spanish/Japanese
- BA European Studies
- BA International Insurance and European Studies
- BA Language and Literature

- BA International Business (French, German, Spanish or Japanese)

Dublin Institute of Technology

- BA Chinese and International Business
- BA International Business (French, German, Italian or Spanish)
- BA Journalism with a language
- BA Language and International Tourism – Chinese, French German or Spanish

Queen's University, Belfast

- LLB Common and Civil Law with French/Spanish
- BSc Economics with French/Spanish
- BSc International Business with a Modern Language
- BA Languages

University of Ulster

- BA Applied Languages and translation (French and



German/German and Spanish/
French and Spanish)

- BSc Business with French/German/
Spanish
- BA Arts (International)
- BSc Travel and Tourism Studies
International – German or Spanish

Waterford Institute of Technology

- BBS Business with French/
German/Irish/Chinese
- BA Arts (International)

Institute of Technology Tallaght

- BA European Studies – French/
German/Spanish

Postgraduate courses on offer in Ireland

Dublin City University

- MA Translation Studies – French/
Spanish/German/Irish/Japanese/
Chinese
- MA Intercultural studies

NUI Maynooth

- MA sa Nua Gaelige
- MA Language (French/German/
Spanish)

University College Cork

- MA Language (French, German,
Italian, Chinese)
- MA Translation
- MA Hispanic Studies

University College Dublin

- MA Modern Languages
- MA Second Language Studies

University Limerick

- MA Modern Languages Studies
- MSc Multilingual Computing and
Localisation
- MA French
- MA German and Culture in Europe

NUI Galway

- MA Advanced Language Skills
- MA Conference Interpreting
- MA French/Spanish
- MA Translation Studies

Queen's University, Belfast

- MA Language – French/Irish/
Spanish
- MA Interpreting
- MA Irish Translation Studies
- MA Translation

Waterford Insitutte of Technology

- MA Second Language Learning and
Teaching

Europe

Europe College of Europe, Bruges and Natolin

- Master of European Studies
- Courses in politics and
administration, economics and law
are also offered

European University Institute, Florence

- LLM in Comparative European
International Law
- Postgraduate studies in economics,
political and social science, history
and civilisation are also on offer

Other translation qualifications

Professional examinations may be taken with external examining bodies such as the Institute of Linguists and the Institute of Translating and Interpreting. Translation Diplomas in French or German are run by Dublin Institute of Technology. These are evening courses and prepare students for examinations with the aforementioned bodies.

Postgraduate courses in translating and interpreting in the UK

Masters and postgraduate diplomas are offered by the following institutions:

- Department of Languages,
Heriot-Watt University, Edinburgh
- Modern Languages Centre,
The University of Bradford
- The Languages Centre,
University of Kent
- Department of Linguistic and
International Studies,
University of Surrey
- Faculty of Languages, University of
Westminster.

Be aware that fees and maintenance grants for postgraduate courses can only be applied for in Ireland; grants are not available for postgraduate courses in the UK.

Further information

Useful websites

- **gradireland**
gradireland.com
- **Dublin City University**
www.dcu.ie
- **University of Limerick**
www.ul.ie
- **University College Dublin**
www.ucd.ie
- **University College Cork**
www.ucc.ie
- **NUI Maynooth**
www.nuim.ie
- **College of Europe**
www.coleurop.com
- **Ecole de Traduction et d'Interpretation: Universite de Geneva** www.unige.ch/eti/
- **Prospects UK**
www.prospects.ac.uk
- **Language Advantage**
www.languageadvantage.com
- **Irish Association of Translators and Interpreters**
www.translatorsassociation.ie
- **Institute of Translation and Interpreting**
www.itl.org.uk
- **Irish Association for Applied Linguistics**
www.iraal.ie
- **Institute of Linguists**
www.iol.org.uk
- **CILT National Centre for Languages**
www.cilt.org.uk

- **European Union** europa.eu.
- **European Parliament**
www.europarl.europa.eu
- **EURES (European Employment Services)**
ec.europa.eu/int/eures/page/index
- **European Movement (formerly The Irish Council for the European Movement)**
www.europeanmovement.ie
- **European Commission traineeships**
ec.europa.eu/stages/index_en.htm
- **European Commission temporary and permanent employment opportunities**
ec.europa.eu/ireland/about_us/posts/index_en.htm.
Applications for stages in EU translation department are sent to:
DG Translation RL-1
JECL 7/8A
European Commission
B-1049
Brussels
Belgium
- **Eurograduate**
A resource for graduates who wish to work or study in Europe
www.eurograduate.com
- **One Voice For Languages**
A network of professionals lobbying for greater focus on languages in Ireland
www.onevoiceforlanguages.com

Useful reading

- The Art of Building Windmills, Dr Peter Hawkins (1999) Graduate Information Employment Unit
- Using Languages, AGCAS 2002

Job websites

Recruitment agencies focusing on linguistic skills include:

- www.bond-personnel.com/multilingual
- www.1800people.com
- www.edenrecruitment.ie
- www.workskillsfirst.com
- www.myjob.ie/multilingual-jobs.htm
A useful inventory of recruitment agencies in Ireland can be found at:
- www.gaire.com
Other career and work-related websites include:
- www.aiesec.org
- www.educationposts.ie
- www.translatorscafe.com
- www.translation3000.com
- Information on companies that employ linguists
www.geocities.com/aishasaid/companies
- Enterprise Ireland listings of software companies in Ireland can be found at
www.enterprise-ireland.ie
- IDA Ireland www.ida.ie



Employers



Essential contact information

Use the profiles to research advertisers

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Key

IFC = inside front cover
IBC = inside backcover
OBC = outside back cover

Factfinder

profile organisation name	languages sought
26 ARYZTA www.aryztagradschool.com	French, German, Polish and Russian
27 Bank of Ireland www.boigradschool.com	German, French, Chinese,
29 Campus France www.ireland.campusfrance.org	French
30 GLG www.GLG.it	European languages - German, French, Swedish, Italian, Spanish, Russian
32 Hertz Europe Service Centre www.hertz-ireland.jobs	French, German, Spanish, Italian, Dutch
33 Irish Distillers Pernod Ricard www.thevitalingredient.ie	French, German, Spanish, Portuguese, Italian, Turkish, Greek, Polish, Russian, Mandarin, Japanese, Vietnamese, Korean, Hebrew
34 Lidl jobs.lidl.ie / jobs.lidl-ni.co.uk	German
36 National Pen Ltd www.penseurope.com	German, Dutch, French, Swedish, Finnish, Norwegian, Danish or Japanese.

Remember to quote gradireland *Language* on your job application

ARYZTA



Passion

ARYZTA is a global baking company with unparalleled capabilities. Our delicious foods include breads, patisserie, viennoiserie, cookies, donuts, muffins, buns, pizzas, and so much more. It all begins with the finest ingredients – along with bakers and chefs whose top priorities are great taste, consistency, and creating memorable foods for our customers and consumers. We've achieved this with state-of-the-art bakeries and kitchens and by creating innovative teams across our business.

Promise

The word ARYZTA comes from the Latin word "arista," which is the tip of a single ear of wheat. But it's more than just a word to us – it's a philosophy and a commitment – that every day we will deliver the best in quality, freshness and innovation in everything we do to exceed our customers' highest expectations.

Opportunity

We offer a truly European Graduate Development Programme, with opportunities across all disciplines and functions – Finance and Accounting, Supply Chain, Procurement, Research & Development, New Product Development, Food Technology, Quality Assurance and Technical Services, Operations, Sales & Marketing, Human Resources, IT, Data Governance, Business Intelligence, Internal Audit, Business Development, Engineering and Trading.

With our European operations in the UK, Ireland, France, Germany, Switzerland, Poland, Spain, Sweden, Denmark & Czech Republic, we offer a programme that provides experience of working in different countries and cultures throughout your 18 month programme.

Our structured graduate programme, is underpinned by external management development modules. This will support your transition from full time learning into the full time working environment, providing you with both the know-how and the hands-on experience, to develop your career in a dynamic and fast paced environment.

What we look for

In ARYZTA, we offer a uniquely exciting opportunity, to put into practice your recently acquired qualifications. We are always looking for great talent and many of our current leadership team have progressed their careers at pace within ARYZTA.

We look for graduates with a minimum of a 2.1 degree in a relevant discipline coupled with a highly results-orientated approach.

Beyond that, you must be able to demonstrate commitment, flexibility and innovation both individually and as part of a team.

Given our European footprint, graduates with multi language capabilities have a distinct advantage, particularly in the languages of French, German & Polish.

At ARYZTA we are offering more than a graduate programme – we are offering a long term and sustainable career path. This graduate programme is an integral part of our growth strategy and therefore our European Operations succession planning. To show our commitment to you and your development, upon successful completion of your 18 month programme, we will offer you a permanent role within our business – this is the start of your career to become a future ARYZTA leader!



Go to our profile online to see all our latest opportunities

Contact

European HR Department
ARYZTA, Grange Castle Business Park,
Clondalkin, Dublin 22, Ireland.

Tel +353 (0) 1 4647225

Email
gradopportunities@aryzta.com

Web www.aryztagraduate.com

Social media

Twitter – @ARYZTACareers

Linkedin – ARYZTA Europe Careers

Facebook – ARYZTA Europe Jobs & Careers

Jobs

Type of work

Finance and Accounting, Supply Chain, Procurement, Research & Development, New Product Development, Food Technology, Quality Assurance and Technical, Operations, Sales & Marketing, Human Resources and Information Communication & Technology.

Salary Competitive

Number of vacancies Up to 50

Languages sought

French, German, Polish and Russian

Work experience

Work experience no

Locations

• Republic of Ireland • Great Britain
• Rest of world

Apply

• online

Closing date 23rd November 2014

Bank of Ireland

Bank of Ireland

For small steps, for big steps, for life

About Us

It has never been a more exciting time to join Bank of Ireland. Our customer proposition is: For small steps, for big steps, for life. The same message is echoed in our Graduate Programme, with roles available across Ireland & the UK, you will embark on an accelerated career trajectory that allows you to shape your future.

Bank of Ireland Graduate Programme

The Bank of Ireland Graduate Programme is a two-year programme that offers you the opportunity to kick start your career within Financial Services. We offer roles with real responsibilities across all parts of our business to ensure our Graduates develop expertise in key specialisations.

We offer opportunities to students who have achieved, or are expected to achieve, a minimum 2:1 Honours Degree or a Masters from a broad range of disciplines. To assist with our broad customer base and international bases in Germany and France we are particularly interested in students that have studied a specialised language.

Training & Development

Our ethos is simple, at Bank of Ireland we recognise that our Graduates are our future. Over your two year programme we will nurture, encourage, challenge and train you via a comprehensive learning curriculum to ensure we bring out the best in you. As you learn, your voice will be heard. Your contribution will be real and you will make a difference. We will ensure you are equipped with the right level of personal and technical skills to launch your career as a future leader in Bank of Ireland.

Apply today

Applications open in September and must be submitted via www.boigraduate.com



Contact

Graduate Programme Manager
Email gradrecruitment@boi.com
Web www.boigraduate.com

Jobs

Type of work

- finance

Salary € competitive

Languages sought

German, French, Chinese,

Work experience

Work experience Yes

Duration 6 - 11 months

Locations

• Republic of Ireland • Northern Ireland • Great Britain • Rest of world

Apply

- online

Closing date October 2014





PRESENTS

→ **gradireland**

graduate careers fair

8/OCTOBER/2014

RDS, Dublin

GRADchances

Language Fair

5/NOVEMBER/2014

NUI, Galway

GRADchances

Language Fair

6/NOVEMBER/2014

University College Cork

GRADchances IT

Linking students to employment

29/JANUARY/2015

Dublin city centre

→ **postgradireland**

further study fair

11/FEBRUARY/2015

RDS, Dublin

GRADchances

Language Fair

2/MARCH/2015

RDS, Dublin

GRADchances

Linking students to employment

8/APRIL/2015

Dublin city centre

Register for free entry at gradireland.com/events

Campus France



Campus France, the easiest way to come and Study in France!

As the 3rd largest host country for Irish students and the 4th most popular destination for students worldwide, France owes its success to the quality of its educational system, its capacity in research and innovation supported by a national network of 3,500 public and private institutions of higher education.

France's government subsidises a very large portion of the real cost of education at public institutions and guarantees high quality degrees and among the lowest fees in the world.

The costs are:

- €183/year for a Bachelor's degree
- €254/year for a Master's degree and
- €388/year for a PhD's degree in universities.

Based on the Bologna implementation, students earn transferable academic credits under ECTS, the European Credit Transfer System. French degrees are thus recognized in all European countries.

Would you like to study in France (under and postgraduate studies) but you do not know how to get through the French third level? Campus France is there for you! We remain at your service to guide you from the time you are looking for a course to the time you go to France.

We are a new French Embassy's service and we will offer you a custom assistance to reply to your needs. Do not hesitate to contact us or stop by at our office, on 1 Kildare Street, in Dublin 2 to get more information regarding studying in France.

Contact

Teddy Hay
dublin@campusfrance.org
 Tel +353 1 708 83 07
 Email academic@ambafrance-ie.org
 Web www.ireland.campusfrance.org

Jobs

Type of work

- IT • sales and marketing • public service and administration • finance
- localisation • food export
- translation • interpreting

Languages sought
 French

Locations

- Rest of world



GLG



Go to our profile
online to see all
our latest
opportunities

Contact

Suzanne Reidy

Tel +353(0)19014914

Email sreidy@glgroup.com

Web www.GLG.it

Social media

Facebook, Twitter, LinkedIn

Who We Are

GLG connects top professionals with key experts for insight, advice, and perspective. We serve the world's leading investors, entrepreneurs, corporations, consulting firms, and nonprofits. Global, technology-driven, and nimble, GLG is the world's largest membership for professional learning and expertise. Our 900 employees work in 21 offices in 12 countries.

What We Do

Our global research and business development teams work with our clients to curate custom learning experiences with our teaching membership of 400,000+ leading thinkers and practitioners. Together, we support current and prospective client relationships, designing and facilitating bespoke learning opportunities, including conversations, mentorships, small group convenings, surveys, and other high-impact learning interactions. We work across industries and around the world, including in healthcare, technology, business and financial services, energy and resources, law, consumer products, and media.

The Positions

GLG hires curious and courageous university graduates and promising undergraduates and gives them actionable responsibility quickly. GLGers come from distinctive professional and academic backgrounds and demonstrate impeccable judgment, responsibility and integrity. Our associates and interns work with and learn from top professionals around the world on a daily basis.

Associates

The GLG associate programme places recent graduates on specialized research teams alongside seasoned Research Managers. These teams work closely with business development to deliver our clients unique learning engagements with excellent service.

Recent university graduates at GLG enter the associate programme in our Dublin office. After training with and learning from their colleagues, associates are prepared to take full accountability and responsibility for GLG clients across all industries working across the European market.

Internships

The GLG Internship Programme enables talented undergraduates and recent graduates to gain hands-on experience working with one of our client solutions teams across industries or one of our industry-specific teams supporting Financial Services, Life Sciences, Corporate Markets, and Professional Services clients. Interns work across the European market depending on language skills.

Recent graduates and current undergraduates at GLG enter the Internship Programme at our Dublin office, where they engage with our post-undergraduate associates and senior colleagues to support GLG's global business.

Help shape the world's most important business decisions.

To apply for GLG's Associate Program, visit: GLG.it/Careers

Contact: Suzanne Reidy – sreidy@glgroup.com or campus@glgroup.com



Our Clients

Today GLG serves the world's leading investors, entrepreneurs, corporations, consulting firms, nonprofits, and startups. Here's a selection of our clients:

- 30+ of the world's leading global industrial companies
- 7 of the top 10 global medical equipment companies
- 8 of the 10 largest pharmaceutical companies
- 6 of the top 10 AmLaw U.S. law firms
- Fortune 500 companies in every sector
- 9 of the 10 leading global banks
- 27 of the 50 leading mutual funds
- 350+ private equity and venture capital firms of all sizes and across all geographies
- 350+ hedge fund clients
- 12 Social Impact Fellows
- Dozens of leading nonprofits, foundations, and social enterprises, including the Bridgespan Group, Julliard School, Endeavor Global, and others



Specificity



Availability



Interactivity



Trust

GLG Principles of Learning

GLG clients turn to us for unique learning experiences built on these principles:

Specificity

Precise expertise to gain complete understanding of any topic

Availability

Expertise – fast, within a few hours or days, ensuring learning is timely

Interactivity

Ongoing conversations that facilitate superior knowledge exchange

Trust

Learning one-on-one or in small groups, making it easy, effective, and comfortable for the learner

Jobs

Type of work

• finance • consulting, research
• professional services • client
advisory

Salary competitive

Benefits

• bonus (discretionary) • life
assurance • private healthcare

Number of vacancies 10–12

Languages sought

European languages - German,
French, Swedish, Italian, Spanish,
Russian

Work experience

Work experience yes

Duration 6 months

Locations

• Republic of Ireland

Apply

• online

Closing date ongoing

Hertz Europe Service Centre



Hertz is the largest worldwide airport general use car rental brand, operating from approximately 10,090 corporate and licensee locations in approximately 145 countries.

Hertz is the number one airport car rental brand in the U.S. and is at approximately 130 major airports in Europe.

The Hertz Europe Service Centre was established in Swords, North County Dublin, in 1996, with the formation of our Centralised European Reservation and Customer Care Centre. This was followed in 2000 by the migration of our Financial Operations Centre. The Shared Service Centre is now the hub for Customer Contact Centre, Reservations, Finance, IT, HR and Facilities. We provide services to our corporate and franchisee partners Internationally.

In Swords we employ approximately 1000 people from 29 different countries, Hertz is committed to helping people thrive and achieve potential - right from day one.

What we look for:

At Hertz, we are looking for hardworking, intelligent, self-motivated individuals for all levels in our company. We are seeking candidates that will help us to continue to improve and grow the services we provide and maintain our proud reputation as the number one car rental company globally. We welcome applicants with different skills, backgrounds and aspirations. One thing they all must have in common though, is entrepreneurial flare and the drive to push things forward.

Benefits:

We offer a positive work environment, very attractive terms and conditions, an excellent re-numeration package, educational assistance, outstanding training and development opportunities and career progression.

Training and development:

We provide excellent support in terms of study leave and tuition fee reimbursement. We have a dedicated training team who will support you through our varied range of internal employee development courses. Each area also provides support by means of Hertz's buddy system for new recruits and on-going mentoring and coaching.

Contact

Hertz Europe Service Centre,
Swords Business Park, Swords,
Co Dublin

Tel +353 (0)1 813 3344

Email hrinternationalrecruitment@hertz.com

Web www.hertz-ireland.jobs

Social media

<https://www.facebook.com/HertzCareersEMEA>

Jobs

Type of work

• IT • customer support • finance

Salary competitive

Benefits

• gym membership/subsidy
• pension scheme with company contributions • share options • days' holiday: yes

Languages sought

French, German, Spanish, Italian, Dutch

Work experience

Work experience yes

Locations

• Republic of Ireland

Apply

• online

Name: *Damian Kelly*

Position: *HR Employee Care Centre Representative*

University: *National College Ireland*

After graduating from NCI in 2012 with a BA Degree in Human Resources I joined Hertz in their HR Shared Services Department. I wanted to join a global organisation where I could have the opportunity to learn HR practices in other European counties. I have had excellent opportunities to join project groups, supporting employees in various countries with HR related questions and led the rolling out of our new HR intranet website. I have also had the opportunity to further my development through external education sponsored by Hertz. My day to day is never the same and I get to implement a number of my own initiatives with full support from the management team.

Hertz thrives on its friendly and supportive environment, and consistently targets to improve its work life balance. This is a pivotal characteristic for a firm in order to assist trainees facing the many challenges that come with balancing a busy career and professional exams.

My favourite thing about working for Hertz has to be the people, my team consists of 11 different nationalities, there is a great buzz around the office, we have a great social committee and a number of teambuilding and networking events throughout the year.



Irish Distillers Pernod Ricard



Jameson International Brand Ambassador Programme

The Jameson International Brand Ambassador Programme gives graduates the opportunity to work as Brand Ambassadors in an international market. With 77 Brand Ambassadors in 41 international markets from Mumbai to Manchester, France to Finland the programme offers the opportunity to kick start your career in sales & marketing while gaining international experience with excellent opportunities for career progression. Ambassadors work in conjunction with local sales and marketing teams in planning, development and implementation of Jameson brand activity in their respective markets. The Jameson International Brand Ambassador Programme has provided the launch pad for many current employees in Irish Distillers and our sister Pernod Ricard companies across the globe.

Our Company

Irish Distillers is part of Group Pernod Ricard, the co-leader in global wine and spirits. We are Ireland's largest wine and spirits Company, with over 500 employees in four locations in Ireland across a broad range of disciplines. Irish Distillers produce, distribute and market Jameson globally, through our sister Pernod Ricard companies.

Discover THE VITAL INGREDIENT for your career

The Jameson International Brand Ambassador Programme is unique; therefore we look for exceptional candidates to take on the role. We look for highly enthusiastic, independent self-starters as Ambassadors are required to work, travel and live in an international market. Candidates must be driven and creative, with strong business acumen and a passion for brand marketing and sales.

All roles will require a full clean driver's licence and as this is an international position languages will be a distinct advantage, as well as experience in a sales or marketing environment. Our award winning training & development programme kicks off with intensive five-week training programme in Irish Distillers Head Office, Dublin.

Apply TODAY!

Applications must be submitted online through www.thevitalingredient.ie. Applications include a written application & the submission of a supporting 2-minute application video.



Go to our profile online to see all our latest opportunities

Contact

Sinéad D'Arcy

Applications include a written application & submission of a supporting 2-minute video application. Apply today at www.thevitalingredient.ie

Email info@thevitalingredient.ie

Web www.thevitalingredient.ie

Social media www.facebook.com/jamesongraduateprogramme, www.twitter.com/jamesongradprog, www.youtube.com/jamesongraduateprog,

Jobs

Type of work

- sales and marketing

Salary Competitive

Benefits

- car/allowance • days' holiday: 20
- 2 return flights to assigned international market, company laptop & iPad, company phone, full Ambassador mentoring kit including support tools for in-market activations

Number of vacancies 10-15

Languages sought

French, German, Spanish, Portuguese, Italian, Turkish, Greek, Polish, Russian, Mandarin, Japanese, Vietnamese, Korean, Hebrew

Work experience

Work experience No formal placement programme at present

Locations

- Rest of world

Apply

- online

Closing date Wednesday 14th January 2015



Name *Peter Bissett, Jameson Brand Ambassador, Cyprus*
University *DCU*
Course *Bachelor Business Studies, Marketing.*
Date of Joining *August 2012*



Over the past two years the International Brand Ambassador Programme has brought me to the 'Wild Wild West' of the US and the 'Near-East' of Cyprus. September 2012 saw me begin my Brand Ambassador role in Texas for my first year on the programme. Here, I gained valuable experience across a number of fields, including event planning and media relations. My highlight? A KVUE News appearance on the morning of St. Patrick's day to kick off the festivities. In my second year I rotated to a new market, Cyprus. Here I picked up the language and began to live like a local, sharing the word of Jameson wherever I went. Working across two continents with such different cultures, lifestyles and languages has been a truly valuable experience for me, both professionally and personally.



Lidl



Go to our profile online to see all our latest opportunities

Contact

Lidl Ireland GmbH,
Great Connell Road, Newbridge,
Co. Kildare

Tel +353 (0)45 853 450

Email HR@lidl.ie

Web jobs.lidl.ie / jobs.lidl-ni.co.uk

Jobs

Type of work

• IT • sales and marketing • finance
• food export • translation
• interpreting • construction & civil engineering, retail & sales, HR & payroll, health & safety, purchasing, procurement, portfolio & facilities, governance/risk/compliance

Salary

Competitive

Benefits

• pension scheme with company contributions • private healthcare
• days' holiday: 20 • competitive benefits package available

Number of vacancies open

Languages sought

German

Work experience

Work experience yes

Duration minimum six months

Locations

• Republic of Ireland • Northern Ireland

Apply

• online

Closing date 31st October 2014

The Lidl Graduate Programme is a feast of experiences and opportunities.

Discover a new world of professional learning and early responsibility. Find out what happens backstage in a renowned global retailer and learn about us, the business and about yourself. The programme will fly by in a heartbeat and in years to come you'll be able to say 'I was there'.

Our unique Graduate Management Development Programme has 13 different streams, catering for almost all disciplines:

- Retail Operations/Area Management
- Logistics & Supply Chain Management
- Property, Construction & Facilities Management
- Health & Safety
- Procurement
- Buying
- IT Systems
- HR
- Marketing
- Visual Communications
- Public Relations
- Risk/Compliance/Legal & Insurance
- Finance & Accounting

Our exciting 24-month Graduate Management Development Programme consists of several modules that will give you a full understanding of our entire business. Our programme modules include sales, logistics and department training.

During your time in the department you have chosen, you will be given a high level of responsibility where you will be fully responsible for specific projects and become part of the integrated team.

The Lidl Graduate Management Development Programme will give you the opportunity to enjoy both personal and professional development through a blended learning approach. This combines both on-the-job training with soft skills development. High performers will also be given the rare opportunity to spend six months in Germany learning German and spending time in our International Head Office.

Training and development – a 360° view

We know that as a graduate joining the business you won't have all the answers and that's OK with us. Throughout your training you will be supported by professionals at every level of the business. They will assist you with solid hands-on experience and formal training sessions on key topics relevant to your new role. As well as helping you learn about our business, our training programme is designed to help you expand and develop your problem solving and business management skills.

It's a unique experience and you will be rewarded with an excellent starting salary, benefits package and plenty of opportunities to progress quickly. We're looking for a 2.1 degree (hons), flexibility, self-motivation, strong interpersonal skills and work experience. In return you can expect real variety, extraordinary opportunity and a fascinating job like no other.





Name: *Ivor Deekeman*
 Position: *Governance, Risk and Compliance*
 University: *Trinity College Dublin*
 Date of joining: *June 2013*
 Hobbies: *Piano, cycling, rugby and kayaking*
 Favourite Lidl Product: *Apple Turnover*



Name: *Sarah Murphy*
 Position: *HR and Payroll*
 University: *UCD & NUI Maynooth*
 Date of joining: *May 2013*
 Hobbies: *Everything sport related in particular soccer*
 Favourite Lidl Product: *hisvale Lean Minute Steak*

I joined Lidl after seeing their stand at the gradireland event, where I got to chat to the team. Having studied Law and German the prospect of working for a German company where I could utilise my language skills and legal knowledge was an opportunity too good to miss. I spoke to the HR team, to previous graduates and current members of the Governance, Risk and Compliance team and it quickly became apparent that this was an amazing opportunity.

Prior to the start of the Graduate Management Development Programme, I joined Lidl on a summer internship. My first year was divided between the areas of Risk and Compliance followed by two months in Sales, training as an Area Manager. I've since qualified as a practitioner of data protection and that's now my primary focus.

There's definitely no such thing as a typical day. We could be on the road, in the office, in store. Wherever we are, though, we have daily responsibilities. We have to respond to internal queries and also deal with customers and business partners. If you're looking for diversity and responsibility, Lidl has it by the trolley load. They will more than match your skills and enthusiasm. There's so much to learn and do.

My advice would be to be patient with job hunting. Keep your CV short, write an interesting covering letter and always be honest.

The Summer Careers Fair was a real eye-opener. I had a great conversation with one of the Lidl representatives and then I took my research online to find out about careers, closing dates and application forms.

I chose the Graduate Management Development Programme for the early responsibility and the opportunity to showcase my skills and abilities from the outset. Also, Lidl is one of the leading retailers in Ireland and is quickly becoming an employer of choice. So far, it has been an amazing experience.

I have had the opportunity to manage four Dublin city centre stores, I was responsible and the point of contact for all external and internal recruitment operations and I was also Project Manager for the roll-out of our new Maternity Benefits Package. The learning curve is steep, but great fun. You learn something new every day on the programme. It keeps you on your toes. I have fantastic colleagues who have the same desire and motivation. We all have our individual goals, but we share the company's vision.

Don't forget that your CV is your first impression, make sure it is accurate and interesting. Most universities offer workshops for developing your CV and for fine-tuning interview skills and techniques. These are an invaluable source of information. There is plenty of support, but be as prepared as you can be.

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