



Joeri (Yuri) Timmermans **BInfTech MBA MACSSnr**

# **My experience in getting a job as an international student**

How I pushed through barriers

what I learned

and how I succeeded

# What am I currently doing?


- Founder of my own company BIGJUMP
- LEAN BUSINESS STRATEGIES *Meetup*
- Program Delivery Manager  
9 Project Managers; 16 Projects; Organisation 26,000 staff

# My background

The Netherlands



# Professional background

- Bachelor in IT
-   
**Microsoft**<sup>®</sup>  
**CERTIFIED**  
*Systems Engineer*
- Six years work experience for large IT Service Provider
- Worked with blue chip clients across Europe

***well respected System Engineer***

# Time for Change





# Coming to Brisbane



# My expectations... after my study

Organisations would line up to employ me because I had:

- Extensive international experience
- Bachelor in IT and a Brisbane MBA
- Many IT and business certifications

# My approach

## Identified organisations that appealed to me

- Sent emails directly to Executives
- Responded to executive jobs listed on Seek and recruiter websites

Results =





# My feelings



However, wanted to stay in Brisbane and feelings moved to determined, vulnerable, ready to do what it takes

***Learn and adapt***

# Identifying my barriers

- 1) My accent and attitude
- 2) My communication style
- 3) My assumptions about Brisbane business culture



# Learning more about my barriers

Started interacting with everybody and learn from responses, verbal and non-verbal

Aim to build strong connections with everybody and any body

## Results from my experiments... Accent and attitude

Because I sound different people often treat me differently

*Tips: **It is not personal!** Listen to understand, explain things in different ways, ask if they understood you, put in the effort, make connections. Find a way to improve your business relationships everyday*

## Results from my experiments... Communication style

My style tends to be very direct especially when dealing with purchasing services

*Tips: **Understand that your communication style is likely to be different**, you will receive different reactions to what you are used to in your home country.*

*Discuss your style with locals, listen, learn and experiment, see which helps you build stronger connections.*



## Results from my experiments... Brisbane business culture

Business and personal life are not separate, business relations are not superficial and short term compared to personal relations.

***All relationships are important !***

*Tips: **Remain professional at all times** you never know when you just might need that contact in the future.*

*Brisbane IT industry is very small*

# Some final tips

- *Ask for advice about the industry in Brisbane, do **not** ask for a job – do this through coffee catch ups*
- *Focus on good conversations and building strong connections, ask for feedback and comments*
- *Be active in the industry as a volunteer, help startups and go to Meetups*
- *Get a mentor / Coach*

***Listen.... Listen.... and Listen***  
***It allows you to learn and adapt***

# Stay in touch



Website - [www.bigjump.com.au](http://www.bigjump.com.au)

Email - [contactus@bigjump.com.au](mailto:contactus@bigjump.com.au)

*meetup* - [www.LeanBusinessStrategies.com](http://www.LeanBusinessStrategies.com)



- [@bigjumpstartups](https://twitter.com/bigjumpstartups)



- [facebook.com/bigjumpcommuity](https://facebook.com/bigjumpcommuity)