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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**
- Co-organiser **LEAN BUSINESS STRATEGIES** *Meetup*
- Program Delivery Manager
9 Project Managers; 22 Projects; Organisation 26,000 staff

My background

The Netherlands



Professional background

- Bachelor in IT
- 
Microsoft[®]
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*
- *Be aware of trends, (i.e. more international companies, more highly educated international workforce)*
- *Get a mentor / Coach*

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

Stay in touch



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meetup - www.LeanBusinessStrategies.com



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