In its continuous effort to provide assistance and guidance to students and alumni in their career progression and development, the ICDC will have regular articles on “Pillars of Education – Featured Faculty” and “Career Tips.” The section on “The Featured Faculty” will showcase UD’s faculty line – up primarily to introduce them to the students. This will give the students an idea from whom they can get the appropriate recommendation letter which they will need for employment and internship purposes, attendance in international seminars and conferences or as required document in their pursuit for their post graduate studies.

The section on “Career Tips” will publish career-related articles contributed by UD faculty, alumni, ICDC staff and partner recruiters who are industry practitioners and experts in their field. These extensively researched articles will give meaningful insights on the best practices in the industry specifically on how to assist our students and alumni in their job hunting, career planning and decision making. With the regular feature of these two mainstay sections, the ICDC hopes to fulfill its objective in providing efficient and professional career services.

As always, I wish you a happy and meaningful reading!

Cordially,
Amina El Marzak

THE PILLARS OF EDUCATION FEATURED FACULTY,

DR. GEOFFREY GACHINO

Dr. Geoffrey Gachino is currently an Assistant Professor and Assistant Dean of the College of Business Administration, Economics and Statistics Department. He teaches both at the Undergraduate and Graduate level and also provides assistance and support to the Dean to achieve the College objectives relating to teaching, research and services. As such, he plays a significant role in the development, coordination, and implementation of the College objectives by engaging in multi-varied academic and administrative duties associated with the daily operation of the College.

Dr. Gachino obtained his Ph.D. from the University of Maastricht in the UNU-MERIT Programme of Economics and Policy Studies of Technical Change and Innovation funded by United Nations University (UNU). He received his Masters of Philosophy in Economics from the University of Ghana and obtained his Bachelor of Science in Statistics from Kenyatta University, Kenya.

After completing his doctoral studies, he worked as an Associate Economic Affairs Officer at the United Nations Conference on Trade and Development (UNCTAD). Prior to joining the Ph.D. programme, he worked with the Ministry of Planning and National Development in Kenya as a senior Economist statistician for over 10 years. Separately, Dr. Gachino has also undertaken many consultancies in the past with United Nations University (UNU), United Nations Industrial Development Organization (UNIDO), United Nations Conference on Trade and Development (UNCTAD) and AFREPREN/FWD.

Dr. Geoffrey’s research interest covers a broad range of issues in development economics, science, technology and innovation. He also actively participates in review and editorial work in various international journals and has received several academic awards and recognition given by the UNDP and the Ford Foundation to name a few.
As a new graduate, you may not find many jobs advertised for someone without experience. Therefore you may consider sending an unsolicited letter to various companies. These are simply letters making general enquiries about any vacancies which may or may not be available and selling yourself to the company as a possible employee. Your main objective is to get an interview!

- In your letter, you should introduce yourself first of all. If you have been given the name of the person you are writing to by someone else, mention this in the first paragraph, especially if this person is important or well-respected. If you do not have this recommendation, you should still try to get the name of someone to address your letter to, especially in a big company, rather than just sending it to HR, as it might just get filed and not really read.

- Explain you have just graduated, and give details of your degree and any other information you want to include. [Remember you are still sending a CV so you don’t need to repeat everything.]

- You should say what type of job you are especially interested in or that you believe you are suited for.

- You might want to say why you would be interested in working for this company, in particular.

- Mention that you would be available for interview and could start immediately – or whenever.

Here is an example of an email where you have been given a recommendation by someone else. However, this information can just be omitted if not appropriate.

Dear Mr. ________

I am writing to you on the recommendation of Mr. Ahmed Waleed, your former Head of IT and would like to enquire if you have any vacancies suitable for a graduate in _____________. I am interested in a position as an IT assistant or a similar post.

I am 22 years old and I have just completed my Bachelor's degree in Information Systems at the University of Dubai. [Here, you could give a brief description of the key subjects or skills covered in your degree and any internship you have done for example.] I would like to work for ____________ [name of company here] because it is a large well-established company with good career development opportunities.

I am attaching my CV for your consideration and I hope to hear from you at your earliest convenience. I would be available for an interview at any time.

Thank you for your attention,

Best regards......
UNILEVER’S IDEA BUSINESS PLAN COMPETITION

Unilever’s Idea Business Plan Competition
As our two teams – Team Challenger (Hussain, Hani and Haneen) and Creatively Unique (Urwa, Hooria and Hend) – advances to the final stretch of the competition, more challenges await them as they prepare for their final presentation in May. Each team was given AED 1000 and was briefed to use the money wisely in creating a strategically sound business plan.

Good Luck to both teams. You are still winners whether you win or lose as you have already made a remarkable achievement in reaching the final round!
Two students from the University of Dubai played significant roles for their internship providers and gained invaluable learning by putting theory into practice. Here is what they have to say about the internship program:

"Hello, I’m Khawla Al Suwaidi, a final year management student and I did my internship in Hamburg, Germany with Reinsch & Held GmbH and Company KG, a manufacturer of household filters which was founded in 1845. I spent seven (7) weeks with the Tea and Coffee Department (TECo) and was assigned various tasks ranging from working with the company’s Customer Relation Management System (CRM), handling international orders and doing extensive research on the feasibility of bringing the business in the MENA region. Aside from the comprehensive program and activities that I underwent, I also had the chance to meet people of other nationalities, learned about their culture and explored the beautiful sceneries that Europe has to offer. This mix of learning and actual practice is indeed a good combination and brings out the best in you. It just gives you a broader perspective of how things are done. This is why I highly encourage and recommend students to explore and be more adventurous by doing their internship abroad!"

"Hi, my name is Malik Warrayat and I’m a marketing student who did my internship with Yahoo! a premier digital company founded in 1994. I trained for the Planning & Strategy Department for 7 weeks and my two (2) major tasks were to evaluate the Arabic Forums and see which forum Yahoo! can promote more to its advertisers, and to identify significant events in the MENA region so that Yahoo! can promote these events to its advertisers and increase sales for advertising spots. I was very much impressed on how Yahoo! operates in the region specifically on the high motivation levels of each team member which makes them look forward to another working day with gusto!"

"I really enjoyed completing my internship with Yahoo!. I gained invaluable experience and knowledge of what it means to work in a multinational corporation. There was a lot of independence as far as work, and I was able to provide my own input. The team I worked with at Yahoo! was very professional, and I was always treated like an important part of the company. The internship office at the University of Dubai guided me through the internship process, from the first interview to my last day. My academic supervisor, Dr. Rahim, met with me on a weekly basis and provided me with support and guidance. This helped complete my internship requirements for the university as well as helped me be successful at Yahoo!. "

INTERNSHIP EXPERIENCES HERE AND ABROAD