

## Case Study: Alumni

**Amir, Chemical Engineering (MEng)**

**Graduation Year: 1999**

**Job Title: Senior Manager Alliance and Business Development**

**Employer: Philips Electronics**

### What has been your career path up until now?

I left Imperial and spent 2 years working as a strategy consultant. Moved on to join one of my clients and had a number of international assignments. Started in Sao Paulo, then Amsterdam and now in San Francisco.

### What does your job involve?

I am focused on building strategies for growing our business; these can be anything from research, marketing campaigns to building alliances with other companies to bring innovation to our end customers.

### Do you use the skills that you obtained during your Imperial course?

Imperial taught me to be inquisitive and persistent - a skill that is vital to be successful in business.

### What are your future plans?

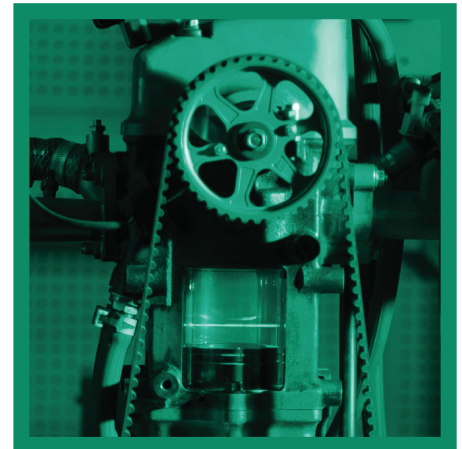
I plan to continue learning and asking questions to understand how I can bring meaningful innovation to peoples' lives.

### Can you name three things you like about your job?

1. Diversity
2. Challenge
3. Global Reach

### Is there anything you are less keen on?

1. Bureaucracy
2. Limitations of being publicly traded



“Focus on getting the most out of your time at Imperial - take time to socialise and make strong connections with people”

- Amir



3. Not enough time to think

**Did you choose your course with this particular occupation in mind?**

I didn't know what I wanted to do when I started at Imperial and still didn't when I left and in fact I still don't know now. But, that doesn't matter as long as you have a thirst for learning and are willing to sometimes learn just to see what happens rather than for a specific goal.

**What part of your course did you particularly enjoy?**

I loved the group projects - a chance to innovate and dream with other people.

**Did you gain work experience or an internship whilst at ICL?**

I worked for Exxon for 8 weeks in my final summer, which rolled into my MSc project.

**Were you involved in any extracurricular activities?**

I was the Chairman of the Imperial Exploration Society - organising lectures and supporting expeditions.

**Did you use the Careers Service or go to Careers events (e.g. job fairs, employer talks)?**

The Career Service, for me, was a way to explore ideas - in the end I just followed my nose.

**Could you give us one or more career tips for Imperial graduates?**

Focus on getting the most out of your time at Imperial - take time to socialise and make strong connections with people, learn like there is no tomorrow but also challenge yourself to join clubs and start new activities. Try to learn a second language fluently- this is vital in this day and age. When applying for jobs aim high. Don't just see what happens, try and work for the best company on the planet and do the most challenging job - even if you don't like it you will be rewarded through the learning process and the doors it will open later. When looking to leave university, take some time to make the transition from student life to professional life - spend your last year getting prepared, read the economist, start talking with professionals, this will prepare you well for your next steps.