**CAREER ADVICE #369 | Andre M | Business Degree\_England\_23 April 2021**

**LinkedIn Premium Group**

\*\*\*\*\*\* MESSAGE TO PREMIUM GROUP \*\*\*\*\*\*

Hi Everyone

I'm a recent graduate as a mature student in business specialised in finance, I have many years working in various industries such as finance, education, and the property market. I am trying to pursue a career in finance but it's proving to be elusive is there anything I can do to improve my chances.
I have been told I'm too experienced for a graduate programme (entry-level position) and don't have enough direct experience for experienced hire roles. so any advice will be grateful.
[#career](https://www.linkedin.com/feed/hashtag/?keywords=career&highlightedUpdateUrns=urn%3Ali%3Aactivity%3A6790652461368565760) [#business](https://www.linkedin.com/feed/hashtag/?keywords=business&highlightedUpdateUrns=urn%3Ali%3Aactivity%3A6790652461368565760) [#hiring](https://www.linkedin.com/feed/hashtag/?keywords=hiring&highlightedUpdateUrns=urn%3Ali%3Aactivity%3A6790652461368565760)

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Good day Andre,

Some ideas for you to consider:

Gary Vaynerchuk

MBA Q&A podcast sessions

FinTech innovation

Angel List in England

Job Seeker Creativity

Clubhouse

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Gary Vaynerchuk

You may want to consider listening to Gary Vaynerchuk to help trigger ideas for you. Gary repeatedly speaks about branding, awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice during his key note presentations, podcasts, FB live, TikTok live and Clubhouse chats with students, business owners, musicians, corporate executives and others.

You may find one or more of the following links beneficial towards building your own personal brand and create awareness of your work and education experience.

Crushing It. Here is the link to the audiobook: <https://adbl.co/2YfafaS>

There are many inspiring stories included in this book:

Lewis Howes | from pro football to broke on his sister’s couch | https://lewishowes.com/

Rich Roll | from overweight to ultramarathon | https://www.richroll.com/

Sean O’Shea | from just surviving artist to The Good dog | https://www.thegooddog.net/

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London Key Note | Fall 2018: https://bit.ly/2DgXGPz

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Please see post 2 of 8 | Gary Vee (continued)

POST 2

Hi Andre,

This is post 2 of 8,

Gary Vee | continued

Inside 4D’s | High School Party Concept

The basis for this idea is around the person who hosted the parties in High School could easily go from a “D” on the “Popularity Scale” to a “B” or “A”. Gary provides some practical examples as to how this concept can be applied to virtually any business situation:

Apple Podcast | [https://apple.co/2XVGfMD](https://podcasts.apple.com/ca/podcast/the-garyvee-audio-experience/id928159684)

YouTube link | [http://bit.ly/2kNlaG4](https://www.youtube.com/watch?v=rkZXlHCQ0mQ)

Please see my suggestions under “Clubhouse” that seeks to connect the High School Party concept to your personal situation in England.

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MBA Q&A podcasts

In February this year, I started a series of podcast Q&A sessions with Haskayne School of Business MBA and Master of Management candidates and an industry expert. A total of 10 have been released to date.

You may want to consider listening to one or both of the following samples that may provide ideas related to your recently completed degree from Cass Business School.

Ep 244 | Alitta Tait, head of partnerships at Harvest Ventures | <https://bit.ly/2Nmmj5k>

Ep 256 | Matt Wilson, venture capital founder of Allied Venture Partners | <https://bit.ly/3dEjzeO>

Please see post 3 of 8 | FinTech innovation

POST 3

Hi Andre,

This is post 3 of 8,

FinTech innovation

As you are likely aware, FinTech innovation has seen many startups able to become very large in a very short period of time. During my investor relations work from 2018 to 2020 with various tech and non-tech startups including Uncloak (UK), Digipharm (Switzerland), AI Vali (Toronto) and TimberWise (Vancouver), I spent a lot of time researching the venture capital funding announcements across the globe.

As I can see from recent funding announcements, the disruption of the traditional way of banking will continue for some time. A few recent Fintech examples to give you an idea:

22 April 2021 | StrictlyVC newsletter

**Plooto**, a Toronto-based B2B payments startup focused on cash flow automation for small and mid-size businesses, has raised a $6.3 million (CAD $8 million) in Series A funding from **FINTOP Capital**, **Luge Capital** and **Inovia Capital**.

**Crunchbase News: https://bit.ly/2PkCgdO**

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Please see post 4 of 8 | FinTech innovation (continued)

POST 4

Hi Andre,

This is post 4 of 8,

FinTech innovation | continued

20 April 2021 | UK Tech News newsletter

Revolut investor backs London-based FintechOS with £43M Series B funding | https://bit.ly/3xlwdXl

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**Orum**, a 19-month-old, New York-based fintech whose products include a control center that directs which payment rails a transaction should travel on given a financial institution’s preferences for speed and cost, has raised $21 million in Series A funding led by earlier investor **Bain Capital Ventures**. Other earlier backers to also participate in the round include**Inspired Capital**, **Homebrew**, **Acrew Capital**, **Primary**, **Clocktower**, and **Box Group**.

Forbes article: https://bit.ly/3naM06S

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Technology-focused newsletters

The above examples are certainly not meant to be a complete listing of Fintech startups but it does provide an indication of the potential for you to learn and expand your awareness in this field.

You may want to consider subscribing to various tech news feeds that feature funding announcements covering FinTech in your area.

Please see post 5 of 8 | FinTech innovation (continued)

POST 5

Hi Andre,

This is post 5 of 8,

FinTech innovation | continued

The free tech publications I subscribe to include funding from a multitude of sectors and regions:

StrictlyVC | [https://www.strictlyvc.com/](%22)

Techcrunch | https://techcrunch.com/tag/newsletters/

Crunchbase | https://news.crunchbase.com/daily/

VentureBeat | https://venturebeat.com/newsletters/

UKTN | https://www.uktech.news/

FinSME’s | <https://www.finsmes.com/the-daily-deal-newsletter>

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Angel List |https://angel.co

This site is primarily used by tech startups to list tech & non-tech roles here. Quick search revealed:

24,900+ startups globally list open roles on the site

4,100+ across Europe (non-remote only)

1,900+ across the UK

1,483 in London

NOTE 1: The global total is down from the pre‑Covid19 period in which 30,000+ startups listed open roles on the Angel List site.

NOTE 2: Consider spending time on the site. Startups may not always use traditional recruiting sites to find staff. When they scale, they tend to need experienced staff. Consider reaching out to any relevant companies to see if there is common ground to work together. In fact, if you find a startup early enough, you could end up wearing multiple hats.

Please see post 6 of 8 | Job Seeker Creativity

POST 6

Hi Andre,

This is post 6 of 8,

Job Seeker Creativity

Some job seekers get creative in their approach to attract the attention of recruiters and HR managers. I came across three such creative individuals back in early 2019:

Paul-Johnston Naylor from the UK created a daily post on LinkedIn outlining his job search efforts: <https://www.linkedin.com/in/paul-johnston-naylor-43304464/>

Azmil Hakim from Malaysia used a photo of an empty chair and the tag line “Hi, I’m looking for an interviewer to fill this chair”. His LinkedIn profile can be accessed from this link: <https://www.linkedin.com/in/azmilhakim/>

Youcef El Kouchi from Dubai created a video of his CV and posted that on LinkedIn to draw attention to his job search: <https://www.linkedin.com/in/elkouchiyoucef/>

NOTE: Azmil Hakim’s post went viral and had over 15,000 views. One of the primary reasons for that virality came from the Malaysian on-line news blogger, “World of Buzz” that featured Azmil’s post:

https://bit.ly/2SXbjfV

Please see post 7 of 8 | Clubhouse

POST 7

Hi Andre,

This is post 7 of 8,

Clubhouse

Website | [https://www.joinclubhouse.com/](%22)

You may be aware of the Clubhouse App that is increasingly becoming popular and frequently being used by celebrities and influencers to talk about everyday issues with everyday folks. In fact, it became even more popular when Elon Musk and Mark Zuckerberg separately blew up the chat rooms when they came “Clubbing”.

Tanisha Cherry, a #podcaster here in Calgary was a guest on my podcast to talk about her chatroom “Welcome to Clubhouse”. This is a link to that podcast: <https://bit.ly/37k9TC9>

Tanisha also prepared a #YouTube explainer video: [https://bit.ly/2Z41e2e](%22)

How is all of this “Clubbing” relevant to you?

You could take the “Highschool Party Concept” of Gary Vaynerchuk and create a chat room to invite finance experts from your former employers (Quintain, Greystar and Travelex) to talk about current FinTech innovation in their operations including payments, lending, collections and relationships with traditional banks. You could also invite them to share other topics they feel are relevant.

Please see post 8 of 8 | Clubhouse (continued)

POST 8

Hi Andre,

This is post 8 of 8,

Clubhouse

You could invite former and current students from Cass Business in the business faculty to talk about their ideas for job search upon graduation: types of roles they are applying to; job search ideas; remote working; relocation across the UK; innovation or technology they are learning; Covid impact on their degree and/or job search or any topic you feel is relevant to finance roles.

You could invite the professors from your University “on stage” to give their views on the same subjects.

You could invite recruiters and job board experts that are placing students from your former faculty to provide their advice on the same subjects.

NOTE: You may want to consider first reaching out to Tanisha Cherry to obtain her advice on inviting such people. She recently hosted an influencer marketing session which included Cristina Cordova, the head of Product, Platform & Partnerships at Notion (https://www.notion.so/)

How does a Clubhouse chat room relate to job search?

Imagine the discussions you will have with recruiters and potential future employers AFTER running these thought-leader sessions over the next 6, 12 or 18 months?

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Have fun!