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IBEC Graduate Placement



THE IBEC EXPORT ORIENTATION PROGRAMME

EOP



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EOP Manager





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What is EOP?

- EOP is Ireland's longest-running and most successful graduate placement programme
- EOP is typically a 12 month programme with usually at least 6 months spent abroad
- Practical experience in an international business environment
- With retention rates in excess of 88%, EOP graduates have used the experience to launch highly successful careers across all sectors of industry

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Additional Programmes

- EOP also runs the 18-month the **Food Export Graduate Programme** that incorporates an internationally recognised Postgraduate Diploma in International Business Development specifically tailored for the food & drink industry.
- Option to continue on to do the MSc in International Business Development.
 - 5 days spent in DIT completing coursework.
 - Dissertation-style, focus on elements of international business.
 - First batch just about to graduate.

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Additional Programmes

- The **EOP- Tourism**. A 24-month programme that incorporates the PG-Diploma in International Business Development, specifically tailored for the Tourism industry.
 - Option to continue on to do an MSc in International Business Development.
- Some placement are now based in Ireland, but working on International Markets. Examples include:
 - EMC: Based in Cork, but working on the Israeli market.
 - Apple : Based in Cork but working on the worldwide market.
 - Hertz : Based in Dublin working on their European markets.

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What's in it for candidates?

- Unparalleled access to worldwide placements in companies ranging from high potential start-ups to major multinationals such as Apple, Bord Bia, Tourism Ireland, C&C-Bulmers, Taxback.com and Kepak
- The opportunity to achieve a Postgraduate Diploma in International Business Development, awarded at level 9 on the HETAC scale, with potential to progress to MSc level
- A highly attractive benefits and remuneration package, including flights allowance, accommodation allowance and monthly bursary payments

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Facts & Figures

- On-Line Applications open from 05/01/12
- 1000+ applications expected
- 500+ will be interviewed
- 200 will be chosen

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Timeline

- Interviews March and April
- Interview results communicated in May
- Shortlist launched to companies in June
- Placement throughout the year

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How graduates apply

- On–line process www.ibec.ie/eop
- Judged on content and presentation.
- Grammar, spelling taken into consideration.
- Holistic overview.

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EOP Interview

- 30-minute duration, 2-person panel.
- Best in their area.
- Competency based.
- Can we place them?
- Streams for 2012 intake: Marketing, languages, all business, IT, sales / business development, advertising & PR, software development.





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Typical Candidate Profile

- Open to graduates of all disciplines
- Best in their area
- Holistic overview means looking at:
 - qualification
 - work experience
 - language skills
 - driver's licence
 - interests
 - research projects





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- Phase I
 - CPD Certificate in International Business Development
 - 8 days in DIT Aungier Street
 - Covering 5 Core concepts modules

- Phase II
 - Post-Grad Diploma in International Business Development
 - 12 month placement
 - Work Based Projects
 - Learning log / reflective diary

- Phase III
 - MSc in International Business Development
 - Company specific key project

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Graduates

- | | | | |
|----------|------|------------------|-----------|
| • Ruth | DCU | Diageo | Germany |
| • Aoife | ITT | Taxback | Australia |
| • Mary | UL | Alphyra | Caribbean |
| • Art | TCD | Teraillon | France |
| • Aine | WIT | Bulmers | Spain |
| • Martin | QUB | Combilift | France |
| • Alison | DIT | Trade Facilitate | Australia |
| • Niall | NUIM | Ricard | Moscow |
| • Philip | UCD | TI | NYC |
| • Ian | NCI | Combilift | Germany |

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Some Role Types

- Front end / Promotional role
 - *Brand Ambassador*
 - *Assistant Brand Manager*
- Marketing assistant
- On the road, face to face, flexible hours
- Desk / Office based role
- Market research, business development, logistics
- Combination roles





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Sponsor Companies

- Agra Trading
- Apple
- Alphyra
- Bord Bia
- Combilift
- EMC
- Diageo
- Glanbia
- Kepak
- Taxback
- Tourism Ireland

Locations

South America, Europe
Europe
Caribbean, Europe
Worldwide
Russia, Australia, Dubai
Israel
Europe, Singapore
Europe
Germany, France, Spain, Italy, UK
Europe, Australia, Asia
Europe, USA

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