How to leverage your talents to get the job you want
"For the Concordia University Career Conference"

Julie Amblard
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Julie Amblard, my career Journey & Lessons Learned

- Student Summer jobs: pastry shop, day camps, diving instructor
- Education: Concordia: Liberal Arts Degree + Admin, MBA
- Wrote a thesis on the **Ursuline Order of Nuns, and their Recruiting challenges + Marketing Plan**
- 1st Employment: 5 year professorship at CERAM in France teaching: Consumer Behavior, Marketing Strategy, Market Research & consulting to the Banking industry
- Next Career Move: Back to Canada, into the Pharmaceutical Industry:
  - Glaxo SmithKline (8 yrs) *MKt Research Analyst to Manager*
  - Sanofi (5 yrs) *Manager Commercial Intelligence*
  - Novartis (4 yrs) *Manager Commercial Intelligence*
  - Shire (6 yrs) *Assoc. Director Commercial Intelligence*
  - Verity (1Yr) *V.P. Commercial Operations*
Skills, Tools & Advice on How to Market yourself: Successful? ($Title, travel, work content, friendships) Or fulfilled?

Tools: (to complement who you are)
- CV, LinkedIn, Networking, Head Hunters etc....

You are your Best Asset: Education & Experience are investments in yourself:
- Know your strengths & weaknesses, leverage your strengths
- No master career plan is needed, nice it you have it, be flexible
- **Recognize Opportunities!** Grab them!
- Differentiate yourselves from others, stand out
- Be sincere and be True to Yourself
- Be prepared to work hard, 9am-5pm + plus critical analysis/thinking
- Always keep an open mind, keep learning, asking questions...
- Ambition is not always passion, passion is what works
- Stay positive, very contagious, radiates confidence
- Be over prepared for interviews
- Be creative
- Be collaborative, work with others, listen to others’ ideas
- **Emotional Intelligence a Must;** take initiatives to show responsibility
- Be Loyal to your company or employer, they are giving you a chance
- Put limits to your work and gain respect from others
- Have an understanding partner & family at home