

# Your Career


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# Agenda

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- My career
  - An actuarial career
  - Career management
  - CV's and Interviews
  - Workplace of the future
  - Other
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# My Career



TOWERS  
PERRIN



ClearView

TOWERS WATSON

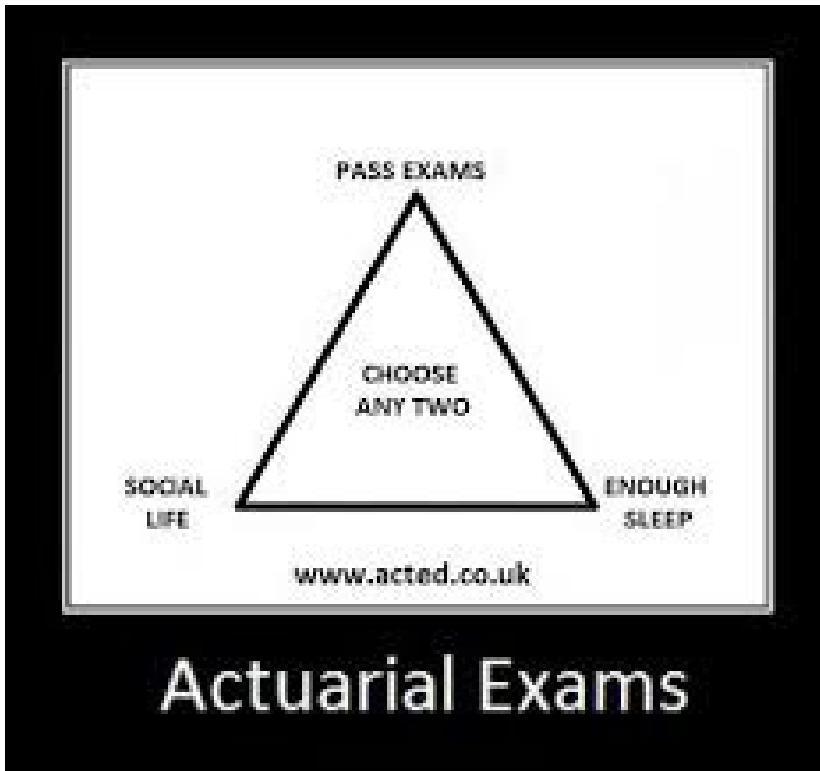


Actuaries  
Institute

# Actuarial Qualification

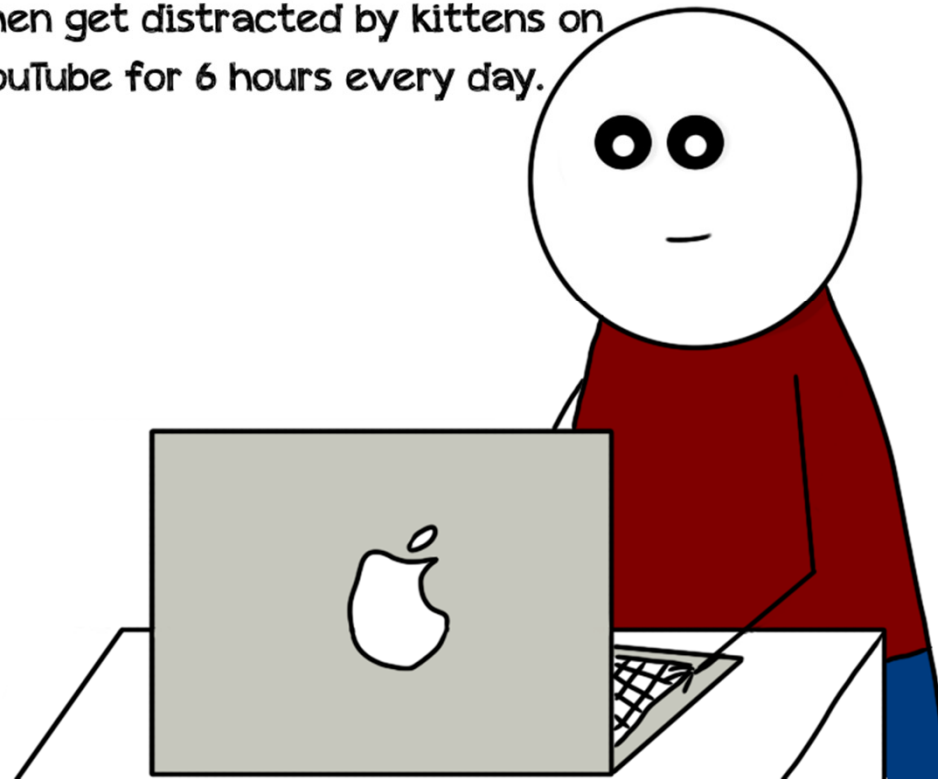
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### 3 Months Before the Exam:

Acknowledge that it's time to study...  
then get distracted by kittens on  
YouTube for 6 hours every day.



WHAT'S HE GOING TO BE  
WHEN HE PASSES ALL  
HIS EXAMS ?

A PENSIONER!



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M. Flanagan



**Professional Standards**



**University**

**Professional Education  
AIAA, FIAA**



**International**



**Profession**

**Public Policy**

**CPD**



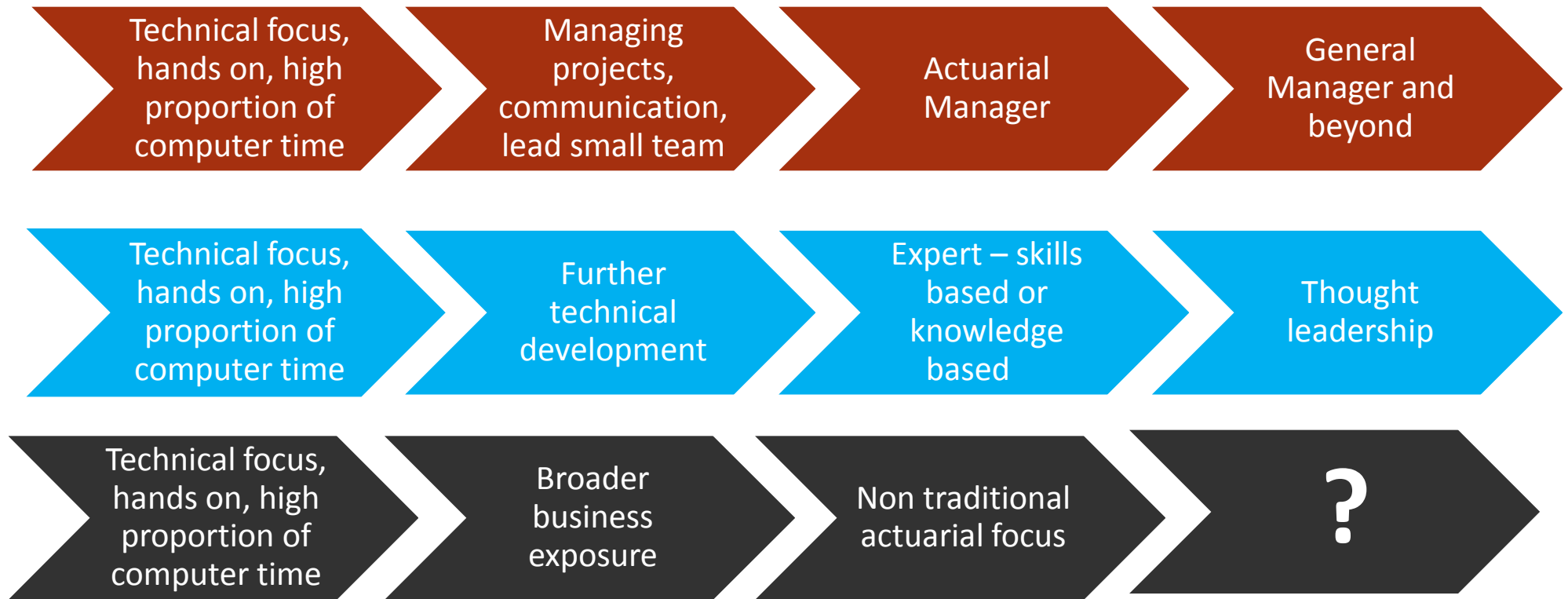
**Community**



**New Fields**




# Career Options - many






# What does success look like for you?

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- Contribute to society
  - Intellectual challenge
  - High salary
  - Balanced lifestyle
  - Ability to work flexibly
  - Position and status
  - Will most likely change over time – it is personal
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# Why plan your career?

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- Probable higher NPV of Future Income
  - Probable higher work/life satisfaction
  - Better placed to seek career mentors/advice and filter “feedback” for yourself
  - Focus on right things
  - Optimal use of energy and effort
  - Better placed to take calculated risks and evaluate different career options when they arise
  - Confidence and clarity
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# Transition from technical roles to Consulting/leadership

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- Develop commercially focused thinking – business relevant
  - Stakeholder management skills, people skills, EQ
  - Be bold, gain broad exposure, take calculated risks
  - Life experience is valuable
  - Read widely and be curious
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## Social Media and Linked In

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- Employers will check Linked In
- Have a complete and up to date profile
- Make sure it represents you the way you want it to
- If you are active on Linked In/Twitter this will help build a personal brand and profile

# CV's or “your sales pitch”

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- 2-3 pages
- Make it easy for the reader –what do they want to know
- An upfront paragraph can convey key information quickly
- When applying for a job ensure it addresses the criteria
- What is relevant – 20 years post qualification they don't need to know about your school results
- Keep it professional – eg unsuitable email address, grammar/spelling
- Referees, academic transcript etc

# Interview Preparation

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- Website – company and industry
- Recruiter
- Linked In - who are you meeting
- Other employees you may know
- Your strengths – what do you want them to know about you
- Your weaknesses – how would you address a question on these
- Prepare a few questions
- Practice – Aloud
- Location, details, presentation

## On the day – your second “sales pitch”

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- Be honest
- Be punctual (let them know if you are running late)
- Listen to the question and answer what is asked
- Check whether they want more or less detail
- Be discerning and let the interviewer know what is important to you in a job
- This is your opportunity to tell them about yourself – take it

# Workplace of the Future

## Disruption, Change, Opportunity

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- Fourth Industrial Revolution
- Most in-demand occupations or specialties did not exist 10 or even five years ago
- Pace of change is set to accelerate.
- 65% of children entering primary school today will ultimately end up working in completely new job types that don't yet exist.
- Two job types stand out
  - Data analysts
  - Specialized sales representatives
- Competition for talent in in-demand job will be fierce
- Across nearly all industries, the impact of technological and other changes is shortening the shelf-life of employees' existing skill sets.

# How do you get a job which doesn't exist yet?

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**“Success comes not from skating to where the puck is, but to where it will be”**

**“The future belongs to those who can unlearn and relearn”**  
**Alvin Toffler**




# How might it impact actuaries?

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- 3D printing : copying a product can presents risks in terms of intellectual property infringements, product liability and design and data theft,
  - IoT : By 2020 it's estimated there will be 26 billion devices connected to the internet, ranging from smartphones and wearables to children's toys and industrial robots.
  - Driving Habits
  - Genetic information
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# What can individuals do?

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- Keep learning – be aware of new developments
  - Be flexible and adaptable in your thinking
  - Learn to collaborate with other professions and teams
  - Develop a wide network
  - Identify what you do well and build on that strength
  - Be open to new alternatives
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# Other – Q & A

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- Overseas
  - Part time
  - Other types of study
  - Mentors
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