

SOUTH EAST CAREERS

CAREERS AND QUALIFICATIONS IN THE SOUTH EAST

Register **NOW** for the most inspiring careers and industries event in the South East on the 19th and 21st October!

Sector Spotlights on

- Health & Social Care
- Creative Media & Digital
- Logistics
- Construction
- Finance

Read on & Get on!

Career info and where to get support

Learn in the South East

How to use LinkedIn to reach recruiters

Read about future major projects in the South East

And much more...



SOUTH EAST
LOCAL ENTERPRISE
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DIGITAL SKILLS
PARTNERSHIP
SOUTH EAST

THE CAREERS &
ENTERPRISE
COMPANY

Free training to gain digital skills for your next job!

Use the internet to look for jobs

Sign up to agencies

Find employers

Build an online CV

Conduct an online job interview

Use online apps and interview tools to boost your chances of success

Fill in an online application form

Write a covering letter

1hr or 2hr training sessions available

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1. Call us today on 0114 551 2551
2. Text SKILLS to 88440

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Project closing in March 2022



Foreword

It's been almost three years since we published our Skills Strategy for the South East and, in that time, it's fair to say that a lot has happened, and there has been huge impact upon businesses and residents across Essex, Southend and Thurrock, Kent and Medway and East Sussex...

Now we're at least some-way closer to the other side of a pandemic that's affected everyone, so deeply that our 'South East Careers' event feels well-timed! It's an excellent opportunity to showcase some of the dynamic businesses operating across the region, the opportunities they present and of course the young people and adults just starting out or looking to further their career.

The team here at the South East Local Enterprise Partnership published our Economic Recovery and Renewal Strategy earlier this year. It has been built upon things like our Skills Strategy and our work before and throughout the pandemic. It also shows how SELEP will work with stakeholders across this large and incredibly diverse region to help our businesses to recover, adapt and remain resilient in the future, and how our residents will be supported to be part of that drive to build back stronger in the South East.

Delivering a skilled workforce – one of the key objectives we've set ourselves in that strategy – is dependent on those living and working here, understanding how the world of work is changing, what skills are required by employers now and in the future, and the opportunities available across the region to take up new skills and jobs.

This magazine, in conjunction with the South East Careers event in 2021, is an important part of that work and we hope you find the information contained within the following pages of real interest and value. Much is happening across the South East in the next few years, with exciting plans for two Freeports, and major projects including Lower Thames Crossing, London Resort and Ebbsfleet Garden City. You can read more about them here too, as well as meet with exhibitors representing some of those projects at October's event.

We really hope that everyone attending over the course of the two 'live' days in October (and those that take the opportunity to look around the virtual auditorium and exhibition hall in the four weeks following the event) takes away something valuable, from insights into some of the exciting companies operating in the South East and the opportunities they offer to hints and tips from the expert speakers in the auditorium.

There are exciting opportunities right now and more in the near future!



Christian Brodie
Chair



Sarah Dance
Deputy Chair



SOUTH EAST
LOCAL ENTERPRISE
PARTNERSHIP

About South East Careers

Our two-day, virtual careers event includes an exhibition hall and virtual auditorium. Explore the event to meet and talk to our exhibitors. Sign up for our engaging events hosted by a wide range of speakers, all geared to inspire and help you decide your next career step.

How to register

To register for South East Careers go to:
southeastcareers.vfairs.com

You can visit this event until the 20th November.

If you have difficulty with the link,
please try a different browser.

About Careermap

info@careermap.co.uk
www.careermap.co.uk



Welcome

Welcome to the South East Careers magazine on behalf of us all at the South East Local Enterprise Partnership.

Local Enterprise Partnerships (LEPs) were set up by Government in 2011 to drive economic growth. Our region covers Essex, Southend and Thurrock, Kent and Medway, and East Sussex and - with a population of more than 4.2 million - is the largest of all LEPs, outside London.

You can find out more about the South East Local Enterprise Partnership, and what it does, at www.southeastlep.com.

A significant part of our work relates to skills, and includes the establishment of and ongoing support to our Skills Advisory Panel and Digital Skills Partnership, chaired by Helen Clements (Morgan Sindall) and Melissa Hanna-Brown (Pfizer UK) respectively. Both contain a real mix of businesses, education providers and other organisations, and are focused on understanding and addressing issues within our skills system, and helping our residents to get to grips with careers and the skills they need to take them up, now and in the future.

We hope that this magazine serves to give readers some great insight into our region, our key sectors and the range of exciting employers found across the South East, as well as some useful hints and tips, even if you're not able to join us at our South East Careers events in October. But if you are, then we hope it also serves to help attendees prepare to meet those employers and more, and to discuss live opportunities on the day that might be right for them.



Louise Aitken
Skills Lead
South East Local
Enterprise Partnership



Jim Wilkinson
Digital Skills Partnership
Coordinator
South East Local
Enterprise Partnership

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Join us at our virtual 'South East Careers' event on 19th & 21st October

Virtual Event

For young people aged 15+



Virtual Event

For adult jobseekers

DAY 1 - 19TH OCTOBER, 2-6PM

For young people aged 15 and over, including students at school, college or university (as well as Careers Advisers and other education staff)

Are you at school, college or university? Are you unsure of your next step? Want to meet with and talk to employers in your region about their sector and jobs within them? Want some hints and tips about looking for work and other opportunities? Are you a parent, or a Careers Adviser?

Join us online at South East Careers on the 19th October, and tour our virtual exhibition hall, and take a seat in the virtual auditorium to hear presentations and watch video content all geared towards helping you understand what's out there for you. Live chat with our exhibitors on the day and pick up information from their stands in your virtual basket. And don't forget, you can continue to log-in for up to 30 days after the event, so you won't miss a thing!

If you represent a school, college or university and would like to register a group of students, please contact Jim Wilkinson at James.Wilkinson@essex.gov.uk.

AUDITORIUM, INCLUDING:

The Future of Work
Iain Hawthorn



Spotlight on Construction
Helen Clements



Spotlight on Logistics
Karris Rowbotham



All about Apprenticeships
ASK Apprenticeships

The Power of Research in
unlocking your future career
Careermap

EXHIBITION HALL, INCLUDING:

BT | Colleges, Training Providers and Universities across the region | Morgan Sindall | National Careers Service

Register to attend at southeastcareers.vfairs.com

(Registrants can access content up to 30 days after the event)

DAY 2 - 21ST OCTOBER, 3-7PM

For adult job seekers or potential sector changers, those made redundant or looking to retrain

Are you unemployed at the moment? Are you in a job but considering changing career? Are you looking to return to work after a while out? Do you support people to look for work?

Join us online at South East Careers on the 21st October, wander around our virtual exhibition hall and live chat to a range of employers and other organisations, listen to our speakers and watch recorded, useful video content in our virtual auditorium, all geared towards helping you take your next step.

We've got a range of exhibitors, from sectors like construction, health and social care and finance, and you'll be able to gather information from each one in your digital basket. Once you've registered you can continue to log-in up to 30 days after the event, so you won't miss a thing.

AUDITORIUM, INCLUDING:

Spotlight on Health & Social Care
Emma White



The Impact of Technology



Identifying your Transferable Skills and tips on Jobseeking



Major Projects in the region and
their future workforce needs
Lower Thames Crossing | Ebbsfleet Garden City

Specialist employment services for
those with additional needs
TEP

EXHIBITION HALL, INCLUDING:

Colleges, Training Providers and Universities across the region | Stansted Airport | HSBC | Kent County Council

Register to attend at southeastcareers.vfairs.com

(Registrants can access content up to 30 days after the event)

How to get unstuck when you don't know what career to change into

You know you don't want to stay in your current role. That's the easy part. The hard bit is knowing where to go from there.

If there's one thing you take away from this piece, let it be this: career change doesn't happen in your head.

There's a danger of spending months, or even years, thinking about changing careers. You might write down pros and cons lists, contemplating the case for (or against) leaving your current job. Perhaps you scroll through job boards, hoping that inspiration will strike and a dream job will jump out at you. All the while, your career change dream remains just that: something that only exists in your mind.

Ultimately, if you're serious about changing your career, you have to get out of your own head and take action in the real world. And to get unstuck, you need to start doing things differently. Think of curiosity as a compass that will guide you towards a career that fits.

Being curious in your career change journey is about being open to possibilities, expanding what you know right now, and giving yourself permission to experiment with new things, without putting pressure on yourself to find instant clarity.

First, think about jobs that intrigue you. Which colleagues, friends, or even connections on LinkedIn work in jobs that pique your curiosity? Have conversations with those people to learn the details about their work, how they got there, the best and worst parts, and what skills are needed to succeed. Better yet, try out that job to get a

real sense of whether it's something you'd like to do longer term – shadow a colleague or volunteer your time to an organisation who needs support.

Next, look at how you spend your time outside work. What would you be happy chatting about for hours? Do you gravitate towards a corner of the bookstore, lose all sense of time when you're browsing a topic online, or does your podcast feed lean towards one genre in particular? These could all be clues pointing you towards meaningful and engaging work. Join a community with that shared interest. You'll connect with people you wouldn't otherwise meet, learn from their expertise and maybe even find out about related job opportunities.

Finally, there's no limit to learning possibilities today. If a lack of knowledge is holding you back from getting into a new career, plug that gap. Enrol in a part-time course that fits into your lunch breaks, evenings or weekends, then show the world what you've learned. Post your thoughts online or solve a company's problem and share your solution with them.

The best way of getting unstuck in your career change is by taking action. These are just a few ideas to get you going. Start anywhere, start small and start today.



All Careers Leaders require outstanding training

Sign up for fully funded* training and £1,000 bursary upon completion to cover costs.

Our funded training courses help Careers Leaders better understand their role and develop the skills required to strategically embed a careers programme in their schools and colleges, including SEN and AP. Training is available face to face or online through 11 national training providers, to suit all learners.

Don't miss out and register today



Support Available in the South East

National Careers Service

nationalcareers.service.gov.uk/

The National Careers Service provides anyone aged 13+ with lifelong careers information, advice and guidance to help you make good career choices, no matter what point of your career journey you're at. You can speak directly to an Adviser on 0800 100900.

Have you considered becoming a college lecturer?

www.becomealecturer.org/

Take a look at some of the exciting range of teaching opportunities available in further education across the South East, and hear from lecturers themselves about their job.

Support with training and more, funded by the South East Local Enterprise Partnership

1. Digital skills to support you back into work in the South East, and help with devices and internet access if required, from We are Digital <https://www.we-are-digital.co.uk/selep-direct/>
2. Fully funded training for individuals looking to take up digital-based careers, from Tech Talent Academy <https://techtalent.academy/selep-digital-skills-programme>
3. Fully funded training to enter key sectors recruiting such as construction, health, care, logistics and engineering, from Shaw Trust <https://www.ixionholdings.com/covid-19-recovery-academy/>

Localised support:

Find info about Essex Opportunities www.essexopportunities.co.uk/

And those in Thurrock www.thurrockopportunities.co.uk/

And about careers in East Sussex www.careerseastsussex.co.uk/

Emotional support and job-seeking advice to those in Essex, Southend and Thurrock www.enableeast.org.uk/headsup/

And those in Essex www.papworthtrust.org.uk/work/community-connections/essex/

Essex Retrain, Retain, Gain Project 2021-23 (Essex, Southend, Thurrock) www.tacc.ac.uk/errg/

Let's Get Working (Kent, Medway and East Sussex) www.rbli.co.uk/back-to-work-support

Aspirations (Kent) www.porchlight.org.uk/aspirations

Lots More to Offer (Kent, Medway & East Sussex) www.sekgroup.org.uk/employment-support/lots-more-to-offer

Lets Get Working (Kent & East Sussex) www.sussexcommunity.org.uk/our-services/employment-support/lots-get-working

Other Support

The Government's 'Find a Job' portal www.gov.uk/find-a-job

Look for an Apprenticeship www.findapprenticeship.service.gov.uk

Advice on job-hunting, interviewing and starting a new job www.jobhelp.dwp.gov.uk

Advice and support around benefits www.gov.uk/browse/benefits

New Enterprise Allowance [gov.uk/moving-from-benefits-to-work/starting-your-own-business](https://www.gov.uk/moving-from-benefits-to-work/starting-your-own-business)

Advice from the Money and Pensions Service www.maps.org.uk

Support for small businesses www.southeastbusiness.org.uk

Volunteer with the NHS www.goodsamapp.org/nhs

Wider volunteering opportunities www.gov.uk/government/get-involved/take-part/

Employers wanting to boost their workforce skills www.twinemployment.com/our-programmes/skills-for-work

Part-funded training for those in work www.recruitandtrain.com/funding-available-for-employers/

Restart Programme, supporting unemployed people back into work www.reedrestart.co.uk/

Training and employment support for the unemployed www.twinemployment.com/our-programmes/fresh-start

The Government's Skills Toolkit www.theskillstoolkit.campaign.gov.uk

South East LEP's listing of courses and qualifications www.southeastskills.org.uk/boost-your-skills/courses/

Funded training courses www.go-train.co.uk/

NHS Help and guidance around Mental Health www.nhs.uk/oneyou/every-mind-matters

Support for Carers www.carersuk.org/

Have you lost your job due to Covid-19?

Get the support you need with dedicated training and skills.

If you have recently been made redundant or are unemployed as a direct result of Covid-19, our four week intensive programme can support you to get back to where you want to be.



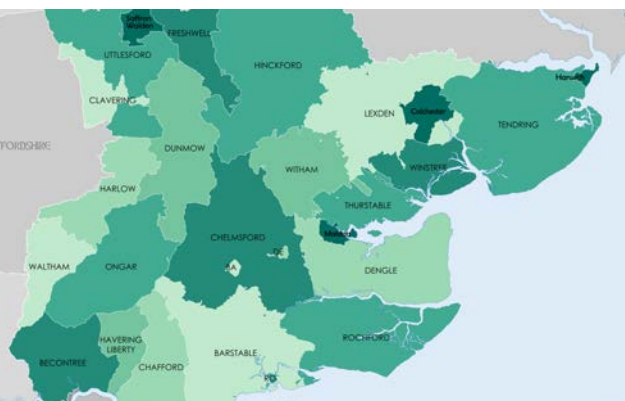
The programme will support you with:

- Initial and ongoing careers information, advice and guidance.
- Support with your CV and interview skills.
- Training (both accredited and non-accredited) in your chosen field.
- Work experience.

Training in priority sectors such as:

- Health and social care.
- Construction.
- Digital Skills.
- Logistics.
- Manufacturing.
- Food Production.

The Academy is in partnership with the South East Local Enterprise Partnership (SELEP) with further funding from Essex County Council.



For further information please visit:

www.ixionholdings.com/covid-19-recovery-academy

Or contact us at:

covid-recovery@shaw-trust.org.uk

Natasha Church on 07919 004 301 or Jo McKechnie on 07850 775 035.

Health and Social Care

Not all heroes wear capes

Interested in starting a career in health and social care? It's easier than you might think to make a career change or return to healthcare. The opportunities are endless. Although careers in this sector can be extremely challenging they are also highly rewarding. If you want to make a difference to the lives of others, it could be the right sector for you.

About Health and Social Care

Providing care and support is at the heart of the health and social care sector

Health care workers are at the forefront of providing quality health care and crucial services like promoting health, delivering health care plans and treatments, as well as preventing disease. Social care workers provide support and care to vulnerable people, working with a range of people from children, elderly people and families in crisis.

Health and social care professionals are key workers. During these exceptional times, they have been fundamentally fighting for people's lives and helping to end the COVID-19 pandemic.

What can I do?

There is a broad range of jobs available in health and social care. Working in the sector can involve being employed by the NHS or a private organisation.

You could be helping people from all walks of life: the elderly, adults, children and babies. This could include providing support to people with mental health problems, physical and learning disabilities, as well as people suffering from other medical conditions or helping to combat COVID-19.

Below is a list of just a few of the opportunities in health and social care:

Nurse

A career as a nurse involves providing treatment and support to patients who are injured or sick. They also give emotional support to patients and their families while organising care plans, analysing and recording patient conditions and assisting the doctor.

On average, nurses get paid a salary of £34,320 and work 36 hours per week. The workforce is projected to grow by **10.4%** with a further **54.5%** expected to retire by 2027. This will see a total of **485,000** job openings.

Care workers and home carers

Carers look after people of all ages, from young to old, those who are suffering from illnesses, have a disability or unable to cope by themselves. A carer will help them with everyday tasks like shopping, cleaning, washing, dressing, cooking and laundry.

The average annual salary for a care worker is £21,320 and they typically work 42 hours per week. The workforce is estimated to grow by **13.4%** and **57.9%** of the workforce is expected to retire by 2027. This will create approximately **660,300** job openings.

Medical practitioner

Medical practitioners are also known as consultants, GPs and doctors. They diagnose, treat and care for patients suffering from illnesses, infections and diseases, as well as looking after patient wellbeing.

Medical practitioners on average earn £76,440 per year and work a 42 hour week. This career is expected to grow by **10.4%** with **54.5%** of the workforce estimated to retire by 2027. This is projected to create **193,400** job openings.

Midwife

A midwife is responsible for delivering babies and providing antenatal and postnatal advice as well as support for women, their babies and family.

Midwives get paid an average annual salary of £37,440 and typically work a 38 hour week. The workforce is estimated to grow by 10.4% with a further 54.5% expected to retire by 2027. This will create around 35,900 jobs.

Allied Health Professionals

There are many other careers available in health and social care that may not be as obvious. Allied Health Professionals (AHPs) provide essential care to help patients live a full life. Many work with the latest technologies.

There is funding currently available through the NHS to support selected AHP courses. Here are some ideas for inspiration!

- Diagnostic Radiographer
- Physiotherapist
- Orthoptist
- Podiatrist
- Paramedic
- Occupational Therapist

* Stats provided by LMI Careerometer: <https://careermap.co.uk/careerometer/>



NHS

There are more than 350 roles to consider in the NHS. Find out more about the range of careers, types of organisations that make up the NHS as well as pay and benefits here:

Your NHS Career

Use Health Education England's free online tool to find out how you would handle some healthcare situations and learn about the values of the NHS. You may be surprised just how right you are for the job!

Values for healthcare

Skills

To work in the health and social care sector, your child will need a range of skills, but most importantly they will need to be caring and passionate about helping people. Other skills can include:

- Sociable
- Understanding
- Resilient
- Hard-working
- Able to deal with emotionally charged situations
- Good communication skills
- Work as part of a team as well as independently
- Time management

If you don't possess these skills already, many will be developed as you qualify and on the job.

Pathways and qualifications

Each health and social care career will have different pathways to qualify. It all depends on your personal preference and the career you're keen to pursue.

Vocational qualifications

There is a diverse range of health and social care qualifications you can do without having to go to university.

Some NVQs and BTECs can also pave the way for a degree. Many can be done part-time, which means you can work and study. Have a look at the following organisations:



- **IHM (Institute of Healthcare Management)**
- **RCN (Royal College of Nursing)**
- **SCIE (Social Care Institute for Excellence)**

Apprenticeships

The level of Apprenticeship available varies slightly depending on the part of the sector your child enters. Broadly, though, there are four levels:

Level Two (Intermediate) – equivalent to GCSEs / Standard Grades

Level Three (Advanced) – equivalent to A Levels / Highers

Level Four / Five (Higher) – equivalent to Foundation Degree / Advanced Highers

Level Six / Seven (Degree) – equivalent to Bachelor's or master's degree

Health and social care apprenticeships are ideal for anyone looking to learn on the job. You will combine on the job training with theory relevant to the health and social care sector.

A few health and social care apprenticeships include:

- Adult care worker
- Ambulance support worker
- Healthcare practitioner
- Lab technician
- Nursing
- Midwifery

T Levels

The first T Levels started in 2020 at selected schools and colleges in England. These post-16 qualifications are equivalent to three A Levels. It is a 2-year qualification that includes an industry placement. You'll spend 80% of your time in the classroom and 20% on a 45-day placement with an employer to give you the skills and knowledge companies look for.

There are two health related subject areas which started in 2021: health and healthcare science.

To find health care T Levels near you, go to

T-LEVELS
THE NEXT LEVEL QUALIFICATION



A Levels

Relevant A Level subjects that will help lead to university courses and other pathways into health and social care include: chemistry, biology, maths and physics. But some universities accept vocational qualifications too.

Health and social care studies at A Level will help expand knowledge in health, early years covering care and education and social care. Studying health and social care will also help you gain an insight into what issues are affecting the sector whilst investigating real-life situations.

Degree programmes

Degree level qualifications include higher national diplomas, higher national certificates, foundation degree, bachelor and master degrees. A wide variety of universities offer degrees related to health and social care, such as:

- Health and social care
- Nursing
- Midwifery
- Paramedic
- Medicine
- Radiography

Do you want to go to university?

Head to **UCAS** and find out which qualifications will be needed for each course. There are hundreds of variations and combinations, so look carefully!

Visit **Essex Opportunities**, a one stop shop for information and advice on jobs, careers, skills and training.

Key facts and figures from the South East East Sussex, Essex, Kent, Medway, Southend & Thurrock

- 226,000 people work in health and social care across the South East – that makes it by far the biggest sector of employment and 14% of people are working in the sector – above the national average
- The steady growth is set to continue, with an ageing and growing population. Forecasts show that as many as 233,000 people could be working in the sector locally by 2030. The SELEP area is forecast to have a population of 5 million by 2039! Over 884,000 people are over aged 65.
- Nurses and care workers are the top 2 occupations featuring vacancies posted across the SELEP area with over 33,000 unique nursing vacancies and over 23,000 care worker vacancies posted in a year! Support Workers, Health Care Assistants and Care Assistants are also the top titles advertised.
- In skills sought in job vacancies, nursing is number one. Other specialist skills sought include mental health support, learning difficulties, rehabilitation and Surgery. Communication, compassion, enthusiasm, motivation and innovation are also some of the softer skills sought by employers. Many care homes are looking for leadership and which reflects a progression pathway within the sector which can lead to management roles.

Technology in health & social care



Technology is transforming the health and social care sector in many ways from how professionals treat patients to developing new cures. It sounds futuristic, but 3D printing, robotics and health informatics are just some technologies already in use. Who knows how technological advancement will impact the health and social care sector in the future!

Emerging technologies are set to change the health and social care sector while saving thousands of lives in the process. As technology unites with health and social care services new job roles will occur. For instance, 3D printing will become essential in healthcare. Imagine creating living organisms such as skin. And the ultimate aim is to create vital organs which will save so many lives. What was once a fantasy is quickly becoming a reality!



If you want to find out more about working in health and social care, check out these links

New Courses

Available

Applications are
now open
for courses
starting from
September 2021

Don't miss your chance to secure your
place and kickstart your career in tech!

WHAT DO WE DO?

TOGETHER WITH THE SOUTH EAST LOCAL ENTERPRISE PARTNERSHIP, WE'RE WORKING TO CREATE MORE GENDER DIVERSITY IN THE REGION'S TECH INDUSTRY. OUR COURSES ARE DESIGNED AS PATHWAYS TO CAREERS IN TECHNOLOGY, OPENING DOORS TO PEOPLE FROM DIVERSE BACKGROUNDS.

WHAT DO WE OFFER?

WE OFFER FULLY-FUNDED TRAINING IN;

- SOFTWARE
- DATA
- CLOUD COMPUTING
- CYBER SECURITY

READ MORE AND
SECURE YOUR SPACE!

WWW.TECHTALENT.ACADEMY/SELEP-DIGITAL-SKILLS-PROGRAMME/

3 Tips To Message Recruiters On LinkedIn In The Right Way

Finding a job can seem like an exciting but difficult task. Even if you already have a job but want to change your career focus, finding a job in the field you want may seem daunting.

The good news is that many other people are in a situation just like you, while others have already gone through such situations and know what to do in them. One of the best ways to find a job fast is by reaching out to recruiters directly – via LinkedIn, for instance. But you should do it correctly. Hence, here are the three tips to message recruiters on LinkedIn in the right way.



1 Prepare Properly

It goes without saying that preparation is key to achieving the results you want to get – and it is no different for messaging recruiters on LinkedIn.

- **Fill out your entire profile:** The more details you include, the more your profile will stand out (and act as a CV). Make sure to use the right keywords where necessary.
- **Research the companies you want to work for and make a list:** When you have this list, you will need to start by searching for the companies on LinkedIn and finding their recruiters to contact.
- **Connect with the people you already know:** This will make the contacting process easier as some of your friends, acquaintances, and colleagues may already be connected to the people you want to get in touch with.

2 Send Connection Requests

Now that you are ready to start messaging, you can send out connection requests to the relevant people. Search through the staff lists of the companies you chose on LinkedIn and find recruiters there. Remember that they could be listed under a variety of titles (e.g. HR Manager, Apprenticeship Manager, Early Career Talent, Hiring Manager, Recruitment Manager, Head of Talent, Director of People & Talent, or simply Recruiter).

3 Send Follow-Up Messages

After the first round of sending out connection messages, you will need to take some time to get replies from the recruiters you connected with. Meanwhile, you might want to write some articles to post on your profile with the help of LinkedIn scheduling. These articles can be a nice addition to your CV and will show recruiters that you are an expert in your respective field. Then, once you start receiving connection confirmation, you can get to the second round of sending follow-up messages.

About the author:



Frank Hamilton has been working as an editor at essay review service Writing Judge. He is a professional writing expert in such topics as blogging, digital marketing and self-education. He also loves traveling and speaks Spanish, French, German and English.

Check out the full version for more top tips:
<https://careermap.co.uk/5-tips-to-message-recruiters-on-linkedin-in-the-right-way/>

Kent Association of Training Organisations (KATO)

A single voice for all providers for major Training Providers in Kent and Medway. A place where members can network with other members, share ideas, and access relevant content all year-round.

KATO supports the interests of member organisations who deliver a variety of training programmes, including Apprenticeships, qualifications, traineeships, employment support, bespoke training, and business training. The network already has a strong core membership of both independent training providers and Colleges and has receives support and advice from key agencies, including the Southeast Local Enterprise Partnership (SELEP), Local Authorities, the Education and Skills Funding Agency, Association of Employment and Learning Providers, Department of Works and Pensions, and OFSTED.

Independent Training Providers (ITPs) are an integral part of the Technical, Vocational and Educational Training (TVET) landscape. They play an increasingly important role in delivering government policy priorities in the development of TVET systems.

The UK government's national policy priority is for 'future prosperity', and from this overarching aim stem a number of economic, social and technological challenges. ITPs are particularly well placed to respond to the demands of these challenges due to their nimble and responsive working practices, and their capabilities in work-based learning and employer engagement.

One of the many benefits of networking is connecting with like-minded individuals. There are huge gains to be made by communicating with other professionals in or relating to your industry. The wealth of knowledge that you can access via networking is amazing. Our aim is to widen and maximise participation for all Kent and Medway providers to become involved. Working collaboratively, KATO members share expertise and good practice to ensure they continue to develop and deliver training that meets the requirements of employers and individuals in Kent and Medway.

kato-training.org

As a network organisation we:

- ★ Provide support and information for members, **seeks funding opportunities** and works collaboratively with members to develop their businesses.
- ★ **Represent our members** with AELP and works in **partnership** with Kent County Council and Medway Council.
- ★ **Work closely** with The Education Training Foundation, The Education and Skills Funding Agency and the National Apprenticeship Service to **support** the national government agenda. KATO also has **strong partnerships** with JCP, CXK and National Careers Service and district and borough councils through the county.
- ★ **Facilitate** workshops and peer review development groups to maintain training quality standards to meet OFSTED requirements.
- ★ Works closely with schools to promote **Apprenticeships** and training with employment opportunities in line with raising the participation.
- ★ Promote **workplace learning** opportunities to employers throughout the county.
- ★ Work to support the **16 - 24 youth unemployment** agenda



SOUTH EAST
SKILLS

SECTOR
INFORMATION

FINANCE

Finance is a term for matters regarding the management, creation, and study of money and investments. Finance can be broadly divided into three categories: **public finance**, **corporate finance**, and **personal finance**. There are many other specific categories, such as behavioural finance, which seeks to identify the cognitive (e.g., emotional, social, and psychological) reasons behind financial decisions.



SELEP SKILLS ADVISORY
PANEL SECTOR LEAD

IAIN HAWTHORN
REGIONAL FOOD AND
DRINK DIRECTOR,
SOUTH AND EAST REGION
HSBC

"The financial services sector is a dynamic and innovative sector, growing and evolving to meet the changing demands from individual people, to businesses and whole economies. Our sector brings alive hopes and dreams, helps protect against risks and threats whilst at the same time operating with very high standards of integrity. "It's a very rewarding sector in the sense of learning, progression and opportunity – but the personal satisfaction of helping others achieve success creates a motivation like no other, and something that drives you forward every day."

KEY FACTS

MALE/FEMALE REPRESENTATION

MALE: 53.9%
FEMALE: 46.1%

EMPLOYEES IN SELEP AREA

75,517

CURRENT VACANCIES IN SECTOR

Over 36,000 vacancies annually

EXAMPLE ROLES AND AVERAGE SALARIES

- » Accounting (£40,000 average yearly wage)
- » Bookkeeping (£31,000 average yearly wage)
- » Brokering (£55,000 average yearly wage)
- » Investment (£39,000 average yearly wage)

AVERAGE AGE OF WORKFORCE

10.6% aged 16-24
26.5% aged 25-34
25.5% aged 35-44
22.5% aged 45-54
14.8% aged 55+

CAREERS AND APPRENTICESHIPS

- » National Careers Service
- » All About Finance Careers
- » Prospects Careers information

SIGNPOSTING AND SUPPORT

- » Money and Pensions Service
- » Women in Finance
- » Gov't Women in Finance Charter
- » Diversity in Finance

FURTHER SUPPORT

For the latest information and support, visit the **South East Skills website**

JOBS

- » Gov't Find a Job service
- » Reed

EXAMPLE OF LOCAL TRAINING

- » South Essex College
- » ACL Essex

southeastskills.org.uk
southeastlep.com

LAST UPDATED: DECEMBER 2020



DIGITAL SKILLS
PARTNERSHIP
SOUTH EAST



SOUTH EAST
LOCAL ENTERPRISE
PARTNERSHIP

Major growth, major opportunity!

The South East LEP geography (East Sussex, Essex, Kent, Medway, Southend and Thurrock) is set for large growth in the coming years and much of this is resulting from major projects due to happen across the area, such as the **Lower Thames Crossing, Bradwell B, London Resort** (to include Dinosaur Land!), **Ebbsfleet Garden City**, Hoo Peninsula development Garden Communities and new Freeports. This growth will generate skills needs and job opportunities for the local area. Let's take a look at some of these in more detail:

Ebbsfleet Garden City



Ebbsfleet Garden City - if you want to be part of the team that's creating a new community and you're keen to be involved with the creation of a legacy and to leave your mark, look out for opportunities to work at Ebbsfleet Garden City.

Already over 2,500 new homes have been constructed and there are over 12,000 more to come in the next 15 years. Plus, there'll be schools, community centres, a city centre, creative hubs, health centres, retail and commercial facilities, not to mention the parklands and green spaces you'd expect in a Garden City.

There are many opportunities to work in the Garden City through the developers, contractors and suppliers to this exciting and vibrant new town. Find out more [here](#). Recent vacancies **posted by Redrow** at Ebbsfleet included admin apprentice, senior design coordinator and land manager.



Lower Thames Crossing



The proposed **Lower Thames Crossing** is part of the biggest investment in the country's road network for a generation. It will better connect Kent and Essex with the longest road tunnel in the UK.

The new LTC **apprenticeship page** is already featuring information on the opportunities that the project will have and check out some exciting STEM Minecraft education resources [here](#).



Thames Freeport



Thames Freeport is set to become Europe's largest regeneration project and logistics hub. The freeport will provide connectivity to the world.

There 21,000 direct and indirect jobs so look out for these and find out more about the Freeport [here](#). Freeport East will create 13,500 new jobs and you can find out more [here](#).



London Resort - Dinosaur Land!



Some key facts and figures about the South East LEP area:

- The population is 4.3 million and set to be 5 million by 2039
- 748,373 of the population are Millennials and 1.71million are retiring soon
- Home to over 176,000 enterprises!
- 90.4% of enterprises employer fewer than 9 people
- The biggest sectors of employment include construction, health and care, education, logistics, hospitality, digital and creative. These sectors also have high numbers of vacancies.
- Those offering some of the highest wages currently include energy, IT, construction and manufacturing
- The average annual salary for people living in the south east is £33,010 – above the national average (£31,596)
- The average annual salary for people working in the south east is £30,211
- There were nearly 522,000 job vacancies posted from June 2020 -May 2021
- Top locations included Maidstone, Basildon, Chelmsford, Medway and Wealden
- Across many vacancies, employers were looking for communication, enthusiasm, customer service, leadership and management.

Want to know more? Check out a [recent webinar](#) setting out these projects.



An innovative partnership of Sussex colleges

Within the SELEP area FE Sussex member colleges:

teach over 14,000 students between the ages of 14-19

educate and train over 4,000 apprentices

provide higher education courses for over 1,350 students

We contribute over £60M towards the local economy of the LEP area and employ over 1,200 staff



www.fesussex.org.uk



FEDEC is committed to improving the post-16 education, employment and skills opportunities available across the county; to businesses, communities and individuals through partnership and collaboration

Formed of 8 member colleges with over 18 campuses across SELEP region

We educate and train over 10,000 apprentices, teach over 34,000 students between the ages of 14-19 and provide higher education courses for over 4,450 students.

We employ over 2,800 staff and contribute over £181m towards the local economy of the LEP area

www.federationofessexcolleges.org



Creative Media and Digital

Here we are now, entertain us

Creative Media & Digital is a catch-all term that describes all kinds of audiovisual mediums, including online platforms, TV, radio, console games and more. People working in any of these areas are responsible for creating content, wielding the equipment, standing in front of the camera, testing games and much more.



About the Creative Media & Digital Industries

The UK's creative industries are hugely important: they employ almost three million people, contribute more than £80 billion a year to the economy, and without them there'd be nothing to watch on TV, Netflix, Prime or any of your other favourite binging sites. In fact, there'd be little to see, do, read or listen to anywhere, because without digital arts and people pushing them out into the world, nothing would be printed, recorded, broadcast or uploaded. The world would be a pretty dull place.

What can I do?

Whatever you want to do. In some ways it's a little old-fashioned to refer to the 'digital' world as if it were in some way separate: our lives are almost seamlessly integrated with technology now and get more and more plugged in every day. There are constant new innovations for shows, sounds, apps, games and more, and no-one has the monopoly on a good idea. The creators of YouTube, Facebook, WhatsApp, Snapchat and Instagram dreamed of things that didn't exist before and brought them to life - that could be you!

Alternatively, there are many, many existing roles that can lead to rewarding and interesting careers across the creative sectors. As you train you'll gain the technical skills you'll need to harness your creativity and turn it into something that other people can access and enjoy, whether that's capturing sound, producing a radio show or working in social media.

You'll also be exposed to new technology and different ways of thinking on your way to landing a job or perhaps setting up on your own. With so many opportunities out there, you'll probably work in a few different roles throughout your career.

Creative Skills

Being creative requires imagination, but there are also practical skills you'll need as you build your career. They'll vary depending on what you want to do: a camera operator will need to master equipment and understand light, for example; an animator will need technical drawing skills as well as a grasp of software; a game designer will need both creative flair and the ability to code.

All of these things will develop over time as you train. It is constantly evolving with changes and updates in technology. Regardless, it's good to start thinking now about the areas that might interest you and getting a feel for the skills you'll need.



Creative Careers

Here is just a taste of the jobs available in creative & digital media:

- Production Runner
- Broadcast Assistant
- Junior Designer
- Digital Assistant
- Production Secretary
- Online Community Manager

The creative industries are competitive so it's normal to start lower down the ladder and work your way up to more senior roles as you get more experience in your chosen medium.

Other Roles

Love the idea of working in the creative media sector, but your skills lie elsewhere? It takes more than just creatives to run a business!

Imagine working as an accountant in a games design company, an HR manager working for a web development firm or a lawyer for a social media network - to name just a few!

Getting Started

If it's time to play the music and light the lights on your creative career, head to the UK Government's **Find an Apprenticeship** or sites like **Discover Creative Careers** and **Careermap** to see what apprenticeships and jobs are live now, as well as information on training and opportunities within the sector.

Routes into the creative industries include:

- Apprenticeships
- Vocational qualifications / A Levels
- National Diplomas and Certificates
- Higher National Certificates (HNCs) and Diplomas (HNDs)
- Foundation Degrees (England and Wales only)
- Bachelors Degrees

Earn and Learn - Apprenticeships

A Creative & Digital Media Apprenticeship is very flexible. You can use it to launch a career into any media sector - film, TV, music, online - and configure it with your employer to suit your needs.

If you opt for the Creative & Digital Media Apprenticeship you'll usually train for between two and four years, depending on your employer and the qualification (Advanced or Higher Apprenticeship) that you're aiming for. As an apprentice you'll split your time between learning on the job with an employer and studying at college.

As an apprentice, you'll be:

- in full time employment
- earning a salary
- working towards nationally recognised qualifications
- getting the practical experience you need to start your career

Boost your digital skills

Want to gain digital skills in your own time at your own pace?

South East Skills lists hundreds of downloadable digital tools along with free courses near you and online to learn new digital skills or even just to brush up. You can find everything from 'Online Safety and Security' to 'A Crash Course in Data Science'.

The National Careers Service has created **The Skills Toolkit** of free courses to learn new skills. This includes Computer essentials, Digital design and marketing, Computer science and Coding.

These short courses range from entry level skills development such as how to use office programs such as Word and Excel to more advanced, like learning coding using C++, HTML and Python. You could also learn about the principles of artificial intelligence, web analytics, cloud computing and much more. And they are all free!



DIGITAL AND IT

Digital literacy has been described as “the ability to find, evaluate, utilize, share, and create content using information technologies and the Internet”. Basically, the levels of digital skills range from sending and receiving emails to being able to programme a video game. ONS describes digital skills as those that simply allow for the safe and competent use of the internet.



SELEP SKILLS ADVISORY PANEL SECTOR LEAD

DR AJAY SHARMAM
REGIONAL NETWORK LEAD
STEM LEARNING LTD - SOUTH EAST

“Working for STEM Learning, it remains one of the most challenging and enjoyable roles of my career. As a trained professional scientist, there is no one more dedicated to encouraging young people to consider Science and STEM as a possible career destination, in order to address skills shortages in a number of key sectors from engineering to digital. I genuinely love my job.”

CASE STUDY

For a firsthand account of working in the sector, read about Gunja Limbu’s role as an Apprentice Network Engineer for Openreach



[READ THE CASE STUDY](#)

KEY FACTS

MALE/FEMALE REPRESENTATION

MALE: **67%**
FEMALE: **33%**

EMPLOYEES IN SELEP AREA

There are **62,112** working in the sector and many more in digital roles in other sectors

AVERAGE AGE OF WORKFORCE

25-54

CURRENT VACANCIES IN SECTOR

Nearly **40,000** vacancies annually

EXAMPLE ROLES AND AVERAGE SALARIES

- » Programmers and Software
- » Developers
- » Coders
- » Game developers
- » IT Support initiatives
- » **£39,017** average yearly wage
- » **£18.19** average hourly wage

CURRENT APPRENTICESHIP NUMBERS

Q3 2019/20
STARTERS: **930**
ACHIEVERS: **430**

FURTHER SUPPORT

For the latest information and support, visit the **South East Skills website**

CAREERS AND APPRENTICESHIPS

- » National Careers Service

TRAINING

- » FutureFit AI
- » Code Institute

JOBS

- » Govt’s Find a Job service
- » Govt Apprenticeship Service

SIGNPOSTING AND SUPPORT

- » South East Digital Skills Partnership
- » Only Digital Jobs

FURTHER INFORMATION

- » Diversity and Inclusion in Tech
- » Lloyds Bank Digital Consumer Index

The types and job titles of Apprenticeships will vary between employers because the work they do is so diverse: some of the skills you need as a digital assistant will be different to the ones required by a production runner. You’ll be able to talk to your employer and learning provider to make sure you’re getting the right training for you.

Levels of Apprenticeship

The Creative & Digital Media Apprenticeship is offered at four levels:

Level Two (Intermediate) – equivalent to GCSEs / Standard Grades

Level Three (Advanced) – equivalent to A Levels / Highers

Level Four / Five (Higher) – equivalent to Foundation Degree / Advanced Highers

Level Six / Seven (Degree) – equivalent to Bachelor’s or master’s degree

A level two Apprenticeship takes a minimum of one year to complete, then you can continue to achieve a level three. Level four and above is designed for those aiming for technical, design or management careers.



T Levels

Another post-16 qualification to consider as an alternative to an apprenticeship is a T Level, which is equivalent to three A Levels. It is a 2-year qualification that includes an industry placement. You’ll spend 80% of your time in the classroom and 20% on a 45-day placement with an employer to give you the skills and knowledge companies look for. The first T Levels started in 2020 at selected schools and colleges in England.

Digital creative T Levels that are available now are:

- **Digital Business Services**
- **Digital Production, Design and Development**
- **Digital Support Services**

Visit **Essex Opportunities**, a one stop shop for information and advice on jobs, careers, skills and training.



Life as a Creative Media & Digital Apprentice

Any audiovisual output you can think of involves a lot of work from a lot of people to bring it into our homes and onto our devices, whether it’s an immersive world on a console game, a Hollywood movie or a comedy panel show you watch late at night. To be involved in making these and other things happen you might be in a broadcast studio; on location filming; preparing animation on your computer; or perhaps working in the production offices.

Whatever you do, you won’t be alone. You’ll be thrown into a new team and you’ll need to do your best to work well with everyone: some of the work might be physical or basic at first, or you might have to work long hours in all conditions, but by showing willing and applying yourself you’ll make a good impression. Knowing people and being known as a good worker is essential in the creative industries, so having a good attitude right from the start will really help you get ahead.

Another tip: the equipment and tech, both analogue and digital, that you’ll use at work will be vital to your job (and never underestimate how helpful gaffer tape can be in all kinds of creative environments). Make the most of your time at college – and your spare time – to really master any software packages or gear you’re working with; you’ll be glad you did in the long run.

Apprenticeships are unique as you’ll be studying as well as working, so you’ll get a taste of life at college as well as work. It’s a chance to make new friends and socialise, and pick up some handy time management skills as you learn to balance your work, study and social life. You’ll also be earning your own money, which will help when it comes to buying any equipment you need (or books, films and music to inspire you). It will pay for nights out with your friends, too.

Case Study - Dlala Studios

Different pathways into a digital career



Dlala Studios is an independent game studio formed in 2012 by two friends, previously programmers together at Jagex and Bossa Studios.

Over the course of the last nine years Dlala Studios has grown from two guys in a garage to over 25 full-time staff members creating and developing games for companies such as Microsoft, Rare, Disney, Team 17 and more.

After experiencing both the positives and negatives of the educational system within the UK the co-founders of the studio, Aj Grand-Scrutton and Craig Thomas, made it a goal to support and connect those going through education wherever possible. This has included the incorporation of work experience, placements and apprentices.

www.dlalastudios.com

Tom Butler IT Apprentice

Tom originally came in for a one week work experience whilst at Secondary School, he then returned for a one day a week work placement whilst at college and upon leaving college joined Dlala full-time as an apprentice. Tom began instantly contributing to the operations and IT of Dlala, and supporting the team on projects such as Battletoads (2020).

Autumn Holly Audio Implementation Placement Student

Autumn took the initiative to have her college approach Dlala and share the work she had been doing on her own game, "Duck Thief". Upon seeing this she was invited in to interview and offered a placement role for a year whilst at college. Autumn works one day a week during term time and three days a week during holidays. She has instantly started contributing to the current project and will find herself on the credits of her first major released game based on work she completed before finishing college."



Are you...

...wondering what to do after school or college?

...a graduate but have no idea what to next?

...a parent looking for resources to support your child?

...looking to change careers?



Visit **Careermag** for inspiration and live opportunities! **Register for job vacancies** just for you.

Subscribe to Careermag for ideas on careers and qualifications.

Join us for our live events!

National Graduate Week 2021 | Lifelong Learning Week 2021 | National Apprenticeship Week 2022



SOUTH EAST SKILLS

SECTOR INFORMATION

CONSTRUCTION

Construction is a general term meaning the art, science and act to form objects, systems, or organisations. In general, there are three sectors of construction: buildings, infrastructure and industrial.

- » **Building** construction is usually further divided into residential and non-residential.
- » **Infrastructure**, also called heavy civil or heavy engineering, includes large public works, dams, bridges, highways, railways, water or wastewater and utility distribution.
- » **Industrial** construction includes offshore construction (mainly of energy installations), mining and quarrying, refineries, chemical processing, power generation, mills and manufacturing plants.



SELEP SKILLS ADVISORY PANEL CHAIR AND SECTOR LEAD

HELEN CLEMENTS
SOCIAL VALUE MANAGER
MORGAN SINDALL

"I love the fact that our sector leaves a legacy. There are very few job roles that you can take your friends and family to see what you have done and will still be there long after you are retired. I love the fact that the buildings and infrastructure that it creates support people, in every aspect of life, from the home they go back to after a day at work, or where they go and spend leisure time."

KEY FACTS

MALE/FEMALE REPRESENTATION

MALE: **82.4%**
FEMALE: **17.6%**

AVERAGE AGE OF WORKFORCE

39.7% AGED 16-34
60.3% AGED 35-65+

LOCAL CONTEXT

- » Major projects such as Lower Thames Crossing and Bradwell B
- » Housebuilding

EXAMPLE ROLES AND AVERAGE SALARIES

- » Production managers and directors
- » Carpenters and joiners
- » Scaffolders, staggers and riggers
- » **£36,768** average salary (above national and SELEP average)
- » Salaries up to **£110,000** for some roles
- » **£12.62** average hourly wage

EMPLOYEES IN SELEP AREA

105,855 (38% above the national average)

CURRENT VACANCIES IN SECTOR

30,378 unique job postings
154,874 total postings

FURTHER SUPPORT

For the latest information and support, visit the **South East Skills website**

CAREERS AND APPRENTICESHIPS

- » National Careers Service
- » Go Construct
- » Gov't Apprenticeships site

JOBS

- » Gov't Find a Job service

FURTHER INFORMATION

- » Federation of Master Builders' Training Up report

SIGNPOSTING AND SUPPORT

- » Women Into Construction
- » Federation of Master Builders

LOCAL INITIATIVES

- » TrAC
- » Secta Training
- » I Construct

TrAC

TrAC employs construction apprentices and supports them through to completion and onward employment in the construction industry

tracweb.co.uk





The Essex Provider Network (EPN), provides a single voice for learning and training providers, inclusive of Independent Training companies, FE Colleges and HEIs, supporting skills development in Essex.

Here at EPN, we maintain strategic partnerships across pan Essex, representing, informing and contributing on behalf of our members, towards future capital projects and skills development programmes.

Our members benefit from strong working relationships with our colleagues within the Local Enterprise Partnership (SELEP), the three local authorities/districts councils across Essex, the DWP, DfE/ESFA and Ofsted, placing our membership at the forefront of skills and workforce development.

In a time of rapid change, intense lobbying and funding initiative opportunities, our wider membership value and benefit from a strong cohesive network. Information and sharing of good practice, distributed across the network, inclusive of a variety of influential associate organisations, supports a collaborative approach towards enhanced skills provision across Essex.

Interested in joining EPN?

Full membership entitlement listed below:

- Bi-monthly member meetings with representation from Ofsted, AELP, ESFA, DWP, SELEP and other key stakeholders.
- Representation of Work Based Learning at Strategic Meetings, Forums and Committees, at local, regional, and national levels.
- Sharing of information and good practice throughout the network; weekly newsletters updating members on local/national skills agenda.
- Joint Marketing activity and promotional events in schools, careers fairs and employer Access to funding opportunities through partnership and consortia delivery.
- Regular workshops and training events at substantially reduced costs on topics relevant to skills.
- Exclusive member pages within the website.

For more information, please contact Paula Hornett paulahornettskillsconsultant@gmail.com or Apply now! plus visit our website <http://essexprovidernetwork.com/>

Transport and logistics

Keep on truckin'...

Building your future

Education - Skills - Opportunities - Careers

Kent Further Education champions the work of Kent and Medway's further education colleges. KFE promotes their role in building a skilled and motivated workforce for a strong local and regional economy.

£152m+ of education and training provision

25,000+ young people & adults in learning

13,000+ 16-19 year olds across 3 colleges

3,000 apprentices training

2,000+ employer partners & clients

www.kentfurthereducation.org | #KFE4Skills

The transport and logistics sector moves things and passengers from place to place using planes, trains and automobiles (and ships). It's one giant network, and its people keep it all connected.



About Transport and Logistics

We all benefit from the industry every day, whether we realise it or not. Everything in our homes arrived via the logistics network, and the same goes for our shops and businesses. Without it? No food, no clothes, no nothing. Similarly, the roads and railways would soon come to halt without drivers, conductors and signallers, so there's a demand for skilled people to keep things moving.

COVID-19 has had a huge impact on the UK's transport and logistics sector. It has caused increased demands due to increased pressure on pharmaceutical supply chains as well as changes in transportation requirements when crossing the channel. It has also led to increased job opportunities across the entire supply chain.

It's great news for the South East as this demand has opened up new career pathways for so many! The South East is of national and international significance for the transport and logistics sector, being home to eight ports, two airports and high speed rail. Thames Freeport and Freeport East will be in the area also. The sector across the South East employs 6% more people than the national average.

What can I do?

There are many opportunities for a career in the sector. For example, you could drive a heavy goods vehicle (HGV), van or train and be responsible for getting your passengers and cargo to the right place at the right time. It's not just trains that need to run on schedule: at supermarkets the delivery window for lorries can last a matter of minutes, so drivers have a lot of responsibility.

Alternatively, you might be based in a warehouse or storage facility and be responsible for picking the items to go onto a delivery vehicle, loading them up – perhaps using forklifts or other specialist equipment – and keeping accurate records. There is

You could work in...

- Airports
- Ports
- Warehouses and depots
- Offices
- Mail sorting centres
- Stations
- The actual middle of the ocean

also a growing demand for Warehouse Operatives and managerial and project management roles. As ports and the logistics sector moves to more automation, highly technical skills in areas such as robotics are also increasing in need.

Wheel Life

Being able to drive is useful in any industry, but for this sector it could lead to many more opportunities.

Visit www.gov.uk/driving-lessons-learning-to-drive to get started.

All of these operations require careful planning and overseeing, so there are many supervisory and management roles all the way along the chain. Some involve working with the delivery teams, while others are focused on the end customer, with roles as diverse as scheduling the deliveries for an entire fleet of lorries to managing a train station.

Alternatively, there are roles with businesses like Amazon or eBay, which shift millions of packages every day

One of the top 4 advertised job vacancies across the SELEP area in the past year was for drivers, for which demand increased during the peak of the pandemic.

Case Study

Transport and Logistics: Essex Apprenticeship Ambassador Network

Watch a short video from DP World to learn about why they feel apprenticeships are an essential way to train people for the job.

DP WORLD



and rely on huge, sophisticated and hi-tech logistics divisions.

Some of the areas with highest demand included Basildon, Thurrock, Maidstone, Medway and Swale. The sorts of employers recruiting included restaurants, retailers, wholesalers, postal, courier and freight.

Transport and Logistics skills

The skills you'll need will vary between roles, with different requirements depending on your specialism. Drivers will need specialist training, for example, which requires good motor skills, concentration and the patience to cover long distances, often at antisocial times.

Some aspects of logistics work can be very physical: those lorries don't unload themselves after all, so you could be doing a lot of lifting and carrying,

learning how to plan ahead and to use your muscles efficiently and without injury. Some of this is tough, demanding work so you'll need to be fit and strong, often with a good sense of humour to get you through the longer shifts.

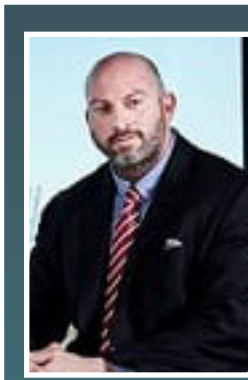
You might also need some highly specialised skills depending on the business you work for. Transporting chemicals, fuel or other hazardous materials is obviously risky, so the people involved need to know the properties of the material they're moving and how to do it safely.

Elsewhere in the chain, roles that involve planning, scheduling or creating timetables will demand ICT, literacy and numeracy skills, as well as a good head for organisation and the ability to solve problems. In fact, for any role in transport and logistics, knowing when – and how – to think outside the box will be a handy skill.



TRANSPORT AND LOGISTICS

Logistics is the development of efficient and best practice methods for storing and transporting goods before consumption. The goal is to marry the needs and wants of the customer in a cost-effective manner. A flourishing and well-managed supply chain is what will help drive the national and local economies as the buying, selling, manufacturing, transportation and storage of goods affects everyone everywhere.



SELEP SKILLS ADVISORY PANEL SECTOR LEAD

TREVOR HUTCHINSON
HEAD OF PLANNING
DP WORLD LONDON GATEWAY

"I like working in the logistics sector as it is incredibly diverse and encompasses a range of disciplines typical to other sectors. As developments are often constructed and operated by the same organization, it gives an opportunity to experience full project delivery, being engaged in the design, construction and operation of the development which is rare in the field of planning. You get to work within the facilities you first viewed on plans and drawings. The logistics sector also plays a critical supporting role to most other businesses and the economy as a whole."

KEY FACTS

MALE/FEMALE REPRESENTATION

MALE: **77.6%**
FEMALE: **22.4%**

EMPLOYEES IN SELEP AREA

86,467

CURRENT APPRENTICESHIP NUMBERS

Q3 2019/20
STARTERS: **2,930**
ACHIEVERS: **1,020**

EXAMPLE ROLES AND AVERAGE SALARIES

- » Forklift drivers (**£21,700** average yearly wage)
- » Marine and waterways transport operatives (**£30,420** average yearly wage)
- » Large goods vehicle drivers (**£33,500+** average yearly wage)

AVERAGE AGE OF WORKFORCE

8.9% aged 16-24	27% aged 45-54
21.2% aged 25-34	19.5% aged 65+
23.3% aged 35-44	

CURRENT VACANCIES IN SECTOR

43,000 vacancies over a year

FURTHER SUPPORT

CAREERS AND APPRENTICESHIPS

- » National Careers Service
- » All About Careers

LOCAL INITIATIVES

- » Career Ready
- » Think Logistics

TRAINING

- » Institute for Apprenticeships & Technical Education
- » Gov't's Find an Apprenticeship service

JOBS

- » Gov't's Find a Job service
- » DP World

SIGNPOSTING AND SUPPORT

- » CILT International

FURTHER INFORMATION

- » Locate in Kent
- » PWC

Training

There are plenty of different ways to get the skills you need for a career that delivers...

Work-based & work-related qualifications

Relevant NVQ and BTEC programmes include:

- Transporting Freight by Road
- Logistics Operations
- Driving Goods Vehicles

Don't forget: BTECs etc. can also pave the way for a degree.

Apprenticeships

Apprenticeships are available at a few different levels:

- Level Two (Intermediate)** – equivalent to GCSEs
- Level Three (Advanced)** – equivalent to A Levels
- Level Four / Five (Higher)** – equivalent to Foundation Degree

Apprenticeships include:

- Large Goods Vehicle (LGV) Driver
- Transport Planning Technician
- Supply Chain Operator
- Aviation Ground Specialist

A Levels and Bachelors Degrees

Useful A Levels might include:

- maths
- geography
- business studies

Already know that a degree is the way you want to break into the sector? Head to UCAS and find out what qualifications (A Levels/IB modules) you'll need for the course that interests you.

Industry-specific degree programmes include:

- Management, Transport and Logistics
- Transport and Business Management
- Maritime Transport and Logistics.

However, the transport network needs skilled people from all kinds of backgrounds so you might find that ICT degrees or STEM subjects also rev employers' engines.



Life in Transport and Logistics

Ready to hit the road? For some people, that's where the journey starts. You might be working with drivers out on deliveries, helping to load and unload, fill in the paperwork, keep on top of orders and of course find your way to the next delivery. Or you might be behind the wheel yourself.

Alternatively you might be in a warehouse getting deliveries ready, working on a train, or even crewing a ship that's lugging containers overseas. Either way you'll probably be working in shift patterns, with some early morning, night and weekend work involved. Pack sandwiches (and seasickness tablets).

At more senior levels you might be planning out logistics operations, dealing with suppliers and passengers or managing other people. Or you could be developing and maintaining software and apps that help the network run smoothly. You'll need to keep on top of your workload, arrive on time and build a good relationship with colleagues – but then all of those things mean being good at logistics anyway, so you should have no trouble....

Transport and logistics is really all about making connections and paying attention to detail. So if you're good at organising things, have a mind that enjoys solving problems and working with other people to get things done - basically, if you love it when a plan comes together - then you'll probably get on well working in this sector. And you'll know that you're playing your part in making the world go round.

Logistics Careers

Some of the roles available include:

- Driver
- Conductor
- Logistics operative
- Freight forwarder
- Import/export clerk
- Mail centre operative
- Distribution operative
- Delivery operative

Visit **Think Logistics** for further information on careers and apprenticeships in transport and logistics.

Find Apprenticeships and jobs in transport and logistics on Find an Apprenticeship and at www.careermap.co.uk



Learn in the South East



Whether you're just starting out on your first steps toward your future career, are in work and want to develop a deeper understanding of what you do, or could do, or want to change career and sector altogether, or indeed just love learning, and want to continue to study subjects that you enjoy, that are entirely unrelated to what you do, the South East has an amazing range of colleges, training providers and universities offering courses and qualifications covering traditional and new and emerging sectors and subjects.

Take a look at their facilities, the course subjects on offer and how each sets out to support learners at every stage of their career, below. With 14 further education colleges, 9 Universities and a myriad of other training providers across the South East, there's sure to be something for you!

Further Education Colleges



The colleges are also represented locally by



Training providers in the South East

There are a wide range of training providers across the south east, including national and local. There are local networks with further information & support:



Universities



Adult Learning Provision



Spotlight on...

Here are just a few examples of the educators previously outlined and the exciting facilities they have on offer, and which the South East LEP has supported. Why not take a look at the website of the college or university near you – there’s something for everyone, at any level.

Canterbury Christchurch University's EDGE Hub



EDGE Hub was established to address the challenges faced by companies across Kent and Medway, in terms of recruitment and innovation. The Hub delivers engineering Degrees (including Degree Apprenticeships) spanning biomedical, chemical, mechanical, product design and software engineering, alongside technology degrees in computer science and business information systems.

USP College's new XTEND Digital Campus



USP College has invested in the latest immersive technologies, housed at the College's Canvey Island campus, enabling students and businesses to understand how the technologies work and learn to develop virtual and augmented reality experiences. Businesses have increasingly seen the value of using VR and AR experiences as part of training their employees and, as demand increases, USP are training future developers to meet future industry needs.

Stansted Airport College, part of Harlow College



Harlow College, in partnership with London Stansted Airport, opened Stansted Airport College in 2018, to support the airport in its expansion and resulting need for skilled staff. The college looks to develop the next generation of aeronautical engineers, cabin crew, air traffic controllers and much more.

Plumpton College Expansion



Plumpton College has begun the first phase of its plan to develop and improve Agrifood education and training facilities at the East Sussex-based site. The development will see construction of a new two-storey, centre of excellence in knowledge transfer and business improvement, alongside developments in farm production technologies and butchery and bakery provision.

“As a lecturer, it’s not what you give, it’s what you get back. You’ve set the students on course for a fantastic future.”



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LOCAL ENTERPRISE
PARTNERSHIP



SOUTH EAST LOCAL ENTERPRISE PARTNERSHIP

WHO WE ARE

Local Enterprise Partnerships (LEPs) work with the business community, educators, local authorities, government and other agencies in their respective regions to encourage economic growth and secure future funding and investment.



WHAT WE HAVE DONE

During the pandemic, we specifically used our network, connections and business intelligence to provide regular updates to businesses, support through our Growth Hub service and repurposed money for our COVID-19 Recovery Funds in the areas of business support and skills.

OUR FUTURE FOCUS

LEPs are now shifting their focus towards sustainability, business support and economic recovery after the COVID-19 pandemic, using our relationships and intelligence to set the direction for what is needed in the South East to support the levelling up agenda and achieve a successful future economy.



South
East
Business
Hub

THINKING OF STARTING YOUR OWN BUSINESS?

Our Growth Hub can help. Find out more at:

southeastbusiness.org.uk

www.southeastlep.com
hello@southeastlep.com

LEARN MORE ABOUT CLEAN GROWTH

at our upcoming clean growth event, **South East Futures: What Does Clean Growth look like in the South East?**

Book your place now

WORKING TOGETHER FOR A FASTER, SMARTER
AND MORE SUSTAINABLE ECONOMIC RECOVERY