



OMBS Graduation Speech

Wednesday 27 June 2012

Emily Bain, Director of Bain and Gray Recruitment

Claire Gray and I are honoured and delighted to be here today standing here on your Graduation Day. We have known Andrea and worked with this wonderful College for over 12 years now and have a very close and special history with its students and staff over the years.

We set up our business, Bain and Gray over three years ago after both working in the secretarial recruitment business for 12 years. Both disillusioned with the target led and competitive recruitment stigma, we wanted to create an honest service with the high calibre candidate. Now a team of 6 consultants in the heart of the West End, we specialise in providing talented PAs and support staff to various industries, namely Mckinsey, JP Morgan, Worldpay and Douglas and Gordon and amongst others. Without doubt our proudest and most rewarding relationship at Bain and Gray is with the Oxford Media and Business School. We have been privileged enough to consider ourselves an extension of the College and have assisted Andrea and her staff over the years with not only finding her students their first job in London but more importantly in providing advice, guidance and assisting with their work experience programme which is part of their course.

Recruitment sadly can be a very salesy/target led and competitive industry and it is meeting with your students and being actively involved with their job search that constantly brings Claire and our team back down to earth and reminds us why we do our job. It brings enormous satisfaction to us, to find these excellent students their dream job and help them get on the first rung of their career ladder. We all just love coming to the college to discuss the individual's needs, interests and hopefully to share some of our years' experience in finding your first job! There is nothing more fulfilling than matching the students to the right job and watching them grow in their job and in some cases be continually promoted within an organisation.

So what makes OMBS different? Apart from the excellent curriculum, the extensive programme it covers in IT, shorthand, business affairs and personal development, there is one single reason why the students at OMBS are a cut above the rest. It's simply their attitude. And the students have it bundles. Andrea and her staff train the students to have the most delightful realistic and mature attitude to finding a role. Time and time again, we hear from our clients how special the OMBS student is, what a superb attitude they have, how nothing is too much trouble and they approach work in the professional environment with gusto and enthusiasm. This is what makes the students here so special. Only last week did a private equity firm in the City ring me to request a student specifically from the College.

Most of you have done work experience for a week as part of your course. This is something we love organising and last year over 25% of the work experience programme all received permanent job offers on the back of their work experience week. This was down to their sheer hard work and attitude. We know some candidates spent a week rummaging around in the filing room, photocopying or making coffees whilst others were luckier in shadowing a senior PA in the executive office! But all completed their week with glowing reports, smiles on their faces and more



Importantly now all have some office experience relevant to include on their CV. In this very competitive market, it's not just enough to have a degree and a bit of work experience. Companies are recognising that for support role, office skills are as if not more important than a degree. We have over the years placed students working in high profile offices for Entrepreneurs as Assistants to Senior PAs, who within a very short space of time are running their Bosses office. I recall working on a brief for a CEO's private office for nearly 6 months sending over 40 candidates until we found the right candidate who was of course an OMBS student. We place a vast number of students at leading high profile South London Estate Agencies, many of who are either now senior Team Assistants or even Sales negotiators. One of our biggest clients in the world of finance, who notoriously take months to recruit for PA role, will jump at the chance to interview an OMBS student. The world's largest Management Consultancy even created a junior PA role for one of the students after she completed her week of work experience there. It is also really special for us when a student will revisit us a few years later when ready to find her next job in her career. So the list of endless success stories is endless and I could go with more fabulous examples of how the girls here find their roles.

So there is no doubt that the College and Course is exceptional and you should all be immensely proud of your achievements today. I know from talking to the students that not only have they loved the course but also made some incredible friends along the way. All are passionate about what they have learned and are so keen to start putting into practice what they have learned. So if you have a degree, or left part way through your degree, have only just completed your A levels be rest assured with this course under your belt and on your CV, you have a real opportunity to shine above your peers whilst looking for a job. Andrea and her team ensure you meet the right recruitment agencies and put you on the right path for your job search. I genuinely believe you are in the safest pair of hands and Claire and I congratulate those who have already secured their first role and are confident that those in the process will soon find their dream job.

Thank you very much to Andrea for asking us here today. We are completely honoured to be involved and wish you all the best!

Thank you.

Emily Bain
Director, Bain and Gray Recruitment