



**AMPERSAND
WORLD** Strategic Business Partner

PEOPLE TRAINER

We inspire,
empower,
facilitate
& encourage
your success



Do you know how to bring out your best assets?

We have set up AW Academy, a series of e-learning training courses focused on physical commodity trading, shipping, trade finance and other topics relating to international trade. Our e-learning courses are available in house to ensure greater confidentiality for your team.

We also created the CareerBooster solutions, delivered by a team of coaches and talented practitioners who are on hand to guide, advise and develop strategies with those looking to boost their career.

Our Solutions

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Career Advice

TALK WITH A RECRUITER

Your CV plays a key role in the journey to your new job. It is an invitation to recruiters to meet you and as such should accurately reflect your qualifications, experience and personality.

But what can you do to make sure you stand out in the pile of applications? What criteria do recruiters use to assess them?

Personal Consultation: Be proactive and get the view of a recruiter on your search

- ✓ **Abecome who you are!**
- ✓ **Personalised** advice on how to write your CV
- ✓ **Specialist advice** on how best to handle your job search

Just as you don't go off on an adventure without doing some basic preparation, being well-prepared when it comes to looking for a new professional opportunity is crucial.

Whether you're actively looking for a job or just thinking about the options available to you, you should be armed with an effective toolbox.

IN BRIEF ⌚ 60 min.

📍 Geneva,
Skype or
Phone

🏷️ 160 chf Senior recruiter
220 chf Executive recruiter

Curriculum Vitae

TURN YOUR CV INTO AN ASSET

Ever wondered what you can do from now on with your current experience ? Need some advice on how to move to the next step in your search ? Wondering what a recruiter is thinking about your CV?

Be proactive in your search and get a privileged moment with a senior recruiter able to give you the best advice according to your own experience. 60 min booked with an expert in recruitment.

Banish those doubts and create an expert CV at this Career Booster workshop and benefit from:

- ✓ **A session with one of our consultants** to define your professional approach
- ✓ **Personalised** advice on how to write your CV
- ✓ **Specialist advice** on how best to handle job interviews
- ✓ **A 90-minute consultation** with a recruitment specialist

Don't forget that your CV is not the only tool available to you in seeking out that new challenge. Your online reputation and the strength of your network are also key factors. Learn how to get the most out of them with the Career Booster Personal Branding module.

The maxim 'Know thyself' engraved on the Temple of Apollo in Delphi reminds us that no one can hope to progress without knowing him or herself. This is why we are offering the **NEW HORIZON** module as part of our Career Booster series, which includes a skills assessment and coaching to help you succeed.

Personal Branding

THE PERFECT CANDIDATE PROFILE

Communicating effectively is a real challenge. Too few people are aware of the impact their online reputation or inconsistencies in their career profile can have on a recruiter. Yet it is essential to take care of these before applying – a recruiter will most likely have seen your online profile prior to interview and it may even have already damaged your chances.

Do you want to know how best to maximise your chances of being spotted by a company looking for talent or a headhunter? Are you aware of the importance of your marketing and reputation? Are you unsure of how to use your professional network to identify new opportunities? With the Career Booster series, you can boost your visibility, become an expert user of tools such as LinkedIn and work on your interpersonal skills to ensure that you shine at interview.



Choose the Career Booster Personal Branding module and benefit from:

- ✓ **A professional audit** to define your career and personality;
- ✓ **In-depth work on your CV** to create a document that is in line with your career and professional goals;
- ✓ **Coaching on how to use LinkedIn** to create a profile that truly reflects you and communicate online effectively;
- ✓ **Interview coaching** to give you the best possible chance of succeeding in job interviews;
- ✓ 8 hours one-on-one sessions with an **Ampersand World specialist**
- ✓ **A bespoke approach** that offers a variety of different perspectives.

Finally, always remember to 'know thyself'. This maxim engraved on the Temple of Apollo in Delphi reminds us that no one can hope to progress without knowing him or herself. This is why we are offering the **NEW HORIZON** module as part of our Career Booster series, which includes a skills assessment and coaching to help you succeed.

New Horizon

GUIDING YOU FROM A TO Z

Who hasn't dreamt of having a change of scene and opening themselves up to new prospects? What am I capable of? What job would I be perfect for? How can I get there? These questions, though natural, are often difficult to answer.

With the Career Booster New Horizon module, you can take the time to ask yourself the right questions, develop a strategy and get everything you need to succeed. We're here to help, from the initial skills assessment to supporting you through the first three months of your new job.

With the New Horizon module you benefit from:

- ✓ **A skills assessment**, including :
 - A professional audit of your career to date
 - A personality test, carried out by a coach
- ✓ **In-depth work on your CV** to create a document that is in line with your career and professional goals
- ✓ **Coaching on how to use LinkedIn** to manage your personal branding expertly and connect with potential employers
- ✓ **A networking workshop** on how to get the most out of your network of contacts and create new opportunities
- ✓ **Personal coaching** by a coach to reveal your potential;
Interview coaching to give you the best possible chance of succeeding in job interviews
- ✓ **Support during the first 90 days of your new job** to help you integrate into your new company as smoothly as possible and lay the foundations for a successful working relationship
- ✓ **12 hours sessions** with an Ampersand World specialist
- ✓ **A complete range of support services** to get you back on the job market

New Deal

BOOST YOUR CAREER

Work is often a way of achieving fulfilment. However, even if you are fortunate enough to work for a great company, you shouldn't forget that a career has to be worked at, just like a job search. Maintaining the aura that got you the job in the first place, making yourself indispensable and knowing how to identify opportunities are all keys to success.

Do you want to develop your career, but are wondering how best to go about it? What strategy to adopt? Your ability to negotiate? What practical measures to take?

Talk with a career specialist and learn how to develop the right instincts at work. With this module you benefit from:

- ✓ **A professional audit** to define your working environment and the challenge you want to overcome (greater responsibility, management issues, a pay rise, etc.);
- ✓ **Personalised career advice** to help you make progress in achieving your goals
- ✓ **A follow-up discussion** by telephone
- ✓ **Two hours of one-on-one sessions with a consultant** at the Ampersand World offices, as well as a subsequent follow-up discussion by telephone
- ✓ A guarantee that you will be in a position to make informed decisions to progress within your organisation.

Don't forget that your strength lies in your network of contacts. Learn how to get the most out of it with our Career Booster module on 'The power of LinkedIn and Networks'.

The Power of LinkedIn & networks

BOOST YOUR OPPORTUNITIES

What sets the most successful professionals apart is the strength of their network and their ability to get the most out of it. Being well-connected can increase your potential and make your life easier. How much business wouldn't get done were it not for networks making it easier?

The social and professional network LinkedIn, on the other hand, is extremely visible and in recent years has established itself as a key digital tool. A forum for all, from the world's biggest economic influencers to the smallest businesses, LinkedIn offers insight into your network and is an extremely powerful tool for making contacts.

How can you use LinkedIn effectively to create new opportunities?

Give yourself the edge by registering for this Career Booster module and benefit from:

- ✓ **A comprehensive professional audit** to understand the context in which you work and the effectiveness of your current professional network
- ✓ **LinkedIn coaching** to become an expert user of this tool and create a professional, secure profile, as well as learning how to build a powerful network
- ✓ **Networking coaching** to animate your existing networks and develop new ones that complement your role
- ✓ **The option to work on and develop** your leadership skills with a coach
- ✓ **Two 2-hour one-on-one sessions** with a consultant at the Ampersand World offices
- ✓ Come away with **a secure LinkedIn profile** that will give you the edge.

Outplacement solutions for professionals in the trading sector

Ampersand World's CAREER BOOSTER outplacement solutions are the ideal way for managers and HR professionals in the commodity trading and trade finance sectors to support employees through phases of transition and restructuring. Our consultants are specialists in the commodity trading sector and are here to help simplify your procedures and provide effective support to departing employees.

Ampersand World is here to take care of your outplacement needs and help you prepare for restructuring programmes, mergers and other periods requiring change management by turning HR challenges into constructive opportunities for all.

Managing Major changes effectively

CAREER BOOSTER PRO (3 OR 6 MONTHS)

Our standard support solution for trade finance and commodity trading professionals, based on AW's 7-step method.

CAREER BOOSTER TOP EXECUTIVE (6 OR 12 MONTHS)

The most comprehensive bespoke support solution for senior executives. A 7-step process specifically designed to meet the career development needs of senior managers and C-level executives.

CAREER BOOSTER EXPAT (3 MONTHS)

A solution that supports managers through the process of relocating abroad for work with the close involvement of their spouse/partner.

CAREER BOOSTER RETIREMENT (3 MONTHS)

The ideal solution to help retiring employees make the transition to the next chapter of their lives.

Benefit from experts and strategic approaches to career development, a positive and motivational support, career opportunities and an access to Switzerland's largest network of commodity trading professionals

CAREER BOOSTER

Invest in your success

A la Carte

TAILOR-MADE INDIVIDUAL COACHING

Our 100% tailored solutions are designed to support you in your career development.

We work with you as a partner who believes 100% in your potential and who runs along side you shouting encouragement as you go about creating a clear vision of where you want to go.

We work together on a plan for getting you on a path towards that vision and we set accountabilities to help keep you in action.

A specific design for you and your needs

- ✓ A 100% tailor-made solutions
- ✓ We accompany you from A to Z
- ✓ Regular coaching solutions aimed at your goals
- ✓ Full confidentiality guaranteed
- ✓ Senior coaches selected with you

Want to know more about our training solutions? Contact us, we will arrange a first meeting to study your project more in depth: careerbooster@ampersandworld.ch

IN BREF  On demand  Geneva, Skype or Phone  Available upon request

Digital Learning

LEARN MORE ABOUT COMMODITY TRADING

At Ampersand World, we highly value your career and your skills. All AW Academy topics are designed to develop your potential and expertise in order to become more attractive to hiring companies.

From front office to operations, risk management, shipping and trade finance, each domain has its specific workshop.

Our workshops are designed to provide a very precise and “from the field” overview of the different professions composing the exciting world of commodity trading.

academy.ampersand-world.ch

Our online courses



Derivatives Market applied to commodities

Discover the usage, the types and the economic function of the derivatives market...

Derivatives is a world apart into Commodity Trading. Used to hedge operations, as well as to make profits, these tools deserve to be explored deeply!

IN BRIEF



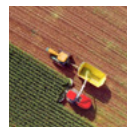
2 hours
on-demand video



Full lifetime
access



Certificate
training session



The Soft Commodity Trading Life Cycle from A to Z

Discover the Trade Life Cycle and learn how Trading Firms operate

1. Intro: What is commodity trading?
2. Pre-trade: What needs to be done before signing a contract?
3. Trade is signed: Who steps in now?
4. Trade execution: Who executes the trade?
5. Trade settlement: What are the remaining steps?

IN BRIEF



10 hours
on-demand video



Full lifetime
access



Certificate
training session

To book your coaching sessions
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