

Ask the Industry Expert

A series of virtual events connecting you with industry professionals, from a range of sectors, who will be sharing their experiences and answering your questions.

Thursday 11th June 2020

Event Schedule

As outlined on the table below, we have a number of themed sessions taking place throughout Thursday 11th June, all hosted through the online platform Zoom.

Using the live chat function, you will be able to ask questions to the industry professionals. You may want to consider asking specific questions about their career journey, the sector they work within, job roles within the sector or questions around the themed discussions. We want to ensure you get the most from the session, so please ensure you have your questions ready.

See pages 3-4 for further descriptions of each session and pages 5 onwards to find out more about the industry experts taking part. Regardless of what career path you are looking to follow, these sessions promise to provide some great insights.

To book your place, please complete the registration form for the session(s) you are interested in attending. You will then be sent the joining instructions.

Session	Time	Book your place
Building confidence and removing limiting beliefs	9am – 10am	Click here to register
Preparing for online recruitment processes & developing your professional networks online	10am – 11am	
Sector Insights – how organisations are adapting to Covid-19 and top tips for students/graduates entering the job market or sourcing work experience	12pm – 1pm	
Developing resilience - transitioning from university into employment and navigating career setbacks	2pm – 3pm	
Career Journey - what you wish you knew when you were a student	4pm – 5pm	

Session 1: Building confidence and removing limiting beliefs

Timings: 9am – 10am

Industry Expert: Monica Mahi Mathijs (COO and Co-Founder of Reach Outstanding), Philippe Mathijs (CEO, Co-Founder and an Executive Coach) and Meera Rawat (Certified coach for personal and professional development).

Summary: The webinar will be run by the team from [Reach Outstanding](#) and [Get Set Coach](#). We will be focusing on two important topics which affect people of all ages – confidence and limiting beliefs. It may be a surprise but even the most successful person may have low confidence because of something which was said to them when they were younger or because they were rejected for their dream job.

By the end of the session, you will have gained an insight into the ways you may be limiting yourself as a result of your thought processes, social conditioning and negative self-talk. You will be given the means by which to self-coach and build your confidence by following some practical tips. You will also be able to look at case examples which may be impacting you or others around you – you will have ideas on what to do when others or yourself are experiencing low confidence or limiting beliefs. Those who join will be given a link where you can download a guide on this subject, supporting material and have the opportunity to receive a complimentary discovery session with one of our coaches.

Session 2: Preparing for online recruitment processes & developing your professional networks online

Timings: 10am – 11am

Industry Experts: Derek Maggs (Founder, DRM Catalyst Services), Mitali Gohel (Device Operations Manager, BT) and Paul Thomas Walsh (Chief Operating Officer, Elinver).

Summary: During this session we will be discussing how so many organisations have had to turn to use online recruitment processes during the current global pandemic. Our experts will be sharing their experience and advice on what these processes might look like and how you can best prepare.

We will also be talking about how you can develop your professional networks online – what platforms to use, how to connect with the right people etc.

Session 3: Sector Insights

Timings: 12pm – 1pm

Industry Experts: Derek Maggs (Founder, DRM Catalyst Services), Eleanor Hodgson (Graduate Research Executive, Kantar Public) and Bob Roopra (Management Consultant, Roopra Medtech Consulting).

Summary: We will be asking our industry experts about how their organisations are adapting to the current global pandemic and the impacts it's having on their sector. Also find out their top tips for students/graduates entering the job market or sourcing work experience.

Session 4: Developing resilience – transitioning from university into employment & navigating career setbacks

Timings: 2pm – 3pm

Industry Experts: Paul Thomas Walsh (Chief Operating Officer, Elinver), Myetchae Thu (Senior Manager, Regulatory Affairs, Telenor) and Richard Cox (Commercial Director, Innerji Drinks Ltd)

Summary: During this session we will be focusing on resilience – what is it and how do you develop it? Our industry experts will be sharing their experiences of moving from university into employment and how resilience has played a part in navigating their career setbacks.

Session 5: Career Journey – what you wish you knew when you were a student...

Timings: 4pm – 5pm

Industry Experts: Mitali Gohel (Device Operations Manager, BT), Nadeem Fazal (Professor, Chicago State University) and Richard Cox (Commercial Director, Innerji Drinks Ltd).

Summary: During our final session of the day our industry experts will be reflecting back on their career journey and sharing what they wish they knew when they were a student. We'll be asking them about their transition from university into employment and about how they've overcome any setbacks during their career.

Meet our Industry Experts



Bob Roopra
Management Consultant, Roopra Medtech Consulting
Taking part in Session 3 (12pm – 1pm)

Bob has 22 years of experience in the healthcare industry. His specialist area is Commercialisation, in his own words ‘Transforming Science to Revenue’, with a particular interest in innovative, disruptive Medtech.

His career started in the NHS as a Haematology and Transfusion Science Biomedical scientist. He then moved to Bayer for 7 years, holding a variety of roles including Technical Services / Support, Project Implementation, Marketing and Sales, during this period Bob gained his MBA.

In 2007 he transitioned to Siemens as a Product Manager for Data Management Systems, where he developed and applied value propositions, earning himself a seat on the global informatics development team.

In 2010 Bob joined Abbott Point of Care as the International Product Manager where he covered active sales in countries around the world Excluding, USA, Canada and China managing the marketing needs of both, Direct Sales and Distribution channels. He then took on a full Global role launching an innovative Haematology product before his final role at Abbott Point of Care as Commercial Country Manager UK and Ireland.

In 2016 Bob set up Roopra Medtech Consulting and has worked with a number of early stage and mature companies to support their commercial plans.

He has strong commercialisation experience providing Leadership, Sales, Marketing, Technical Support and Project Management within national and International geographies.



Derek Maggs
Founder, DRM Catalyst Services Pte Ltd
Taking part in Session 2 (10am – 11am) and Session 3 (12pm – 1pm)

Derek has been based in Asia (Malaysia, Singapore, Australia) for the last 24 years. Derek worked in various leadership positions in Asia and Europe for almost 40 years. His roles have included strategy and change consulting, business development and IT leadership for large, medium and small companies including start-ups.

He moved to Asia to run a software and services company that developed and implemented solutions for the liner shipping industry. Derek’s domain experience

centred on shipping (passenger and freight), the supply chain (leading IBM’s GBS practice for supply chain management for three years and then doing the same for SAP) and logistics industries.

After successfully developing the Asian presence of a vehicle to vehicle to anything communications start-up he returned to SAP to drive trusted relationships with their largest conglomerate clients.

This year Derek restarted his own strategy and change management consulting business based in Singapore.



Eleanor Hodgson
Graduate Research Executive, Kantar Public
Taking part in Session 3 (12pm – 1pm)

Eleanor studied International Relations with Spanish at the University of Birmingham, and graduated with a first-class degree in 2019. She works for Kantar Public, an agency that conducts social research for a number of government departments, public sector bodies, and third sector organisations. Having taken part in the University’s Career Mentoring programme in her final year, Eleanor secured a place on Kantar Public’s graduate training programme, and started working at their Westminster office in September 2019. Since then, she has worked across teams on a number of both quantitative and qualitative projects. Examples of recent work include helping the Department for Digital Culture, Media and Sport to understand the impact of the National Citizen Service, and conducting an evaluation for Sport England of their ‘This Girl Can’ campaign.



Meera Rawat
Certified coach for personal and professional development
Taking part in Session 1 (9am – 10am)

Meera specialises in coaching clients throughout different phases of their job search journey and has extensive experience in developing individuals for high performance. She has over 20 years of experience in the corporate Banking / Financial Services at a global level. She brings live wire energy to her engagements through real life examples for every age group delivering a holistic experience. Meera is a Certified DISC assessor.



Mitali Gohel
Device Operations Manager, BT
Taking part in Session 2 (10am – 11am) and Session 5 (4pm – 5pm)

Mitali is a Senior Manager at EE/BT leading Device Operations managing a £7m portfolio of products. In a fast-paced and rapidly evolving market landscape it is important for telco providers to maintain a competitive edge and differentiate. Mitali works with global companies such as Google and Samsung to select and launch the technologies of tomorrow and serve over 6 million customers. She graduated from The University of Birmingham with a degree in Business Management with a year in Industry at Microsoft.

Mitali enjoys tackling complex problems, asking the difficult questions and building diverse teams to generate momentum driving solutions and change. She applies these principles to her daily work and through external initiatives influencing senior leaders across FTSE 100 companies to create more gender balanced and equal workplaces. Outside of work, Mitali enjoys embracing new cultures through travel and cooking, mentoring and



Monica Mahi Mathijs
COO and Co-Founder of Reach Outstanding
Taking part in Session 1 (9am – 10am)

Monica brings together 20 years of corporate experience with her passion for learning and growing others. She believes in the human potential and by tapping into it, believes people can become whatever they desire. Through her programs, she takes people on a journey, one where your mind will broaden and where your knowledge will increase. She runs a series of programs covering leadership development, the mindful organisation, human skills and more.



Myetchae Thu
Senior Manager, Regulatory Affairs, Telenor
Taking part in Session 4 (2pm – 3pm)

Currently based in Myanmar, Myetchae is a Senior Manager of Regulatory Affairs at Telenor, a Norwegian majority state-owned multinational telecommunications company focused in Scandinavia and Asia. Previously, Myetchae was a Manager at Win Theingi, a Myanmar advisory company. Whilst at Win Theingi, she supported the Tokyo Electric Power Company with Document Control and a Singapore based video system integration and equipment distribution business with General Management. Prior to her time in Myanmar, Myetchae worked at KPMG in the UK as an Audit Associate. Myetchae is passionate about solving complex problems, responsible business and mindfulness. She is a member of the World Economic Forum's Global Shapers Community, a network of selected young professionals driving dialogue, action and change. Myetchae graduated with a BSc in Accountancy from the University of Birmingham.



Dr Nadeem Fazal
Professor, Chicago State University
Taking part in Session 5 (4pm – 5pm)

Nadeem Fazal, M.D, Ph.D. is a Fulbright Scholar. He received his Medical Degree from King Edward Medical University, Lahore, Pakistan, and Ph.D. in Immunology/Microbiology from The University of Birmingham.

He has held a number of academic roles including lecturing and assistant professor roles in Pakistan and the Middle East and now in the United States, where he is now a Professor in Pharmacy at the Chicago State University.

Dr. Fazal's research interests include investigating mechanisms of cellular immune responses to acute injury/infection and pharmacological agents modulating such host responses. He has more than 116 articles published in peer-reviewed scientific journals. His areas of expertise include Immunology, Microbiology, Cell Biology, and Infectious Diseases. Since joining the College of Pharmacy at Chicago State University, he has mentored more than 50 research students in his laboratory. He is a recognised Mentor at National Research Mentoring Network, USA and Careers Network University of Birmingham.



Paul Thomas Walsh
Chief Operating Officer, Elinvar
Taking part in Session 2 (10am – 11am) and Session 4 (2pm – 3pm)

Paul Thomas Walsh is Chief Operating Officer ('COO') at Elinvar and in this function responsible for day-to-day operations and risk management. Before joining Elinvar he spent over twelve years at Morgan Stanley based in London, Hong Kong and New York. His initial focus was Operations, before moving into Fixed Income Sales and Trading, where he focused on regulatory change, Operational Risk and ultimately on electronic trading as Head of Fixed Income Electronic Trading Risk

Management for the Americas. Prior to this he was in the Financial Service practice at Accenture. He holds an MA from the University of Birmingham in International Political Economy. He was born and raised in Birmingham and retains strong personal links to the city.



Philippe Mathijs
CEO, Co-Founder and an Executive Coach of Reach Outstanding
Taking part in Session 1 (9am – 10am)

Coming from a corporate background of over 25 years, Philippe believes people can achieve their desires, aspirations and explore their potential in a way which will discover new ways of living, operating, behaving and being. He is truly passionate about seeing people grow and thrive in ways that they deeply desire. He is a Profile XT certified assessor and ex-member of the ICF UAE chapter.



Richard Cox
Commercial Director, Innerji Drinks Ltd
Taking part in Session 4 (2pm – 3pm) and Session 5 (4pm – 5pm)

A graduate in Commerce in 1985, Richard went on to have a career primarily in Food & Beverage starting as a Graduate Trainee in Sales with Grand Met Brewing and then moving onto Taunton Cider in 1988 finishing as Senior Brands Manager working on Diamond White and Red Rock. A move to Douwe Egberts as Trade Development Manager followed in 1993 before being head hunted by Whitbread Beer Company (1995) to take on the role of Marketing Manager On Trade with a focus on Boddingtons. Richard then moved to Butchers Pet Care in 1999 as Commercial Marketing Manager before being head hunted by Baxters Food Group to set up

Category Management in 2002 and then had a series of roles before being promoted to the main Board as Group Commercial Director in 2011. His final role at Baxters was a President of the Canadian and Australian Businesses before leaving in 2015.

After an interim role with Fox's Biscuits Richard joined Macphie in late 2015 as Commercial Director. Since leaving in 2018 he has had a number of consultancy/interim contracts as a Business Development/Market Entry Consultant and is currently working as Commercial Director for a company called Innerji Drinks Ltd.