

# CAREERS SKILLS TALK

## NETWORKING

THURSDAY 26TH NOVEMBER - 7PM

**NIGEL AYLWIN-FOSTER (64-74)**



Nigel was 30 years a soldier, mainly in the Royal Tank Regiment, but also on his feet with rifle in hand for various operational campaigns in the Middle East, Bosnia and Belfast. He retired as a Brigadier 10 years ago and has since worked for three small companies, having decided to have a complete change of scene and not follow the tried and tested path into defence industries. All three civilian jobs were acquired almost entirely through networking and largely by accident, rather than following the conventional job search/job application/interview route. From Day One of formal military retirement, he has been put in charge of sales and marketing, possibly because somebody noticed that he talks a lot! Who knows? Having once thought that people in employment - or seeking it - would be judged and selected based on quality alone, in an entirely rational world, over the past 10 years he has come to believe that networking is critical to success; and that it can be studied and learnt. His current role has him on the frontline of promoting climate change mitigation in schools and colleges around the UK.

