

## **CASE STUDY**

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### Networking with JMEC Contacts Leads to Job for JMEC Participant



#### **Background**

A recent university graduate from New Zealand, Glenn came to Japan on the JET program. During those two years, he lived and taught English in Saitama city, just outside of Tokyo. Though he was enjoying his work in Saitama, after one year of teaching English, Glenn was eager to engage in a new challenge.

#### **Reasons for Participating**

Glenn knew that he wanted to move to Tokyo after his JET contract was complete, and thus he realized he must become more business savvy and increase his professional network in order to find a job there. Having learned about the Japan Market Expansion Competition (JMEC) from a friend, he decided to participate in the program concurrently during his second year of teaching English.

#### **JMEC Experience**

Among the members of his JMEC team, Glenn found that he had the least amount of business experience. That did not deter him, however, and he rose to the challenge. He assumed the role of team coordinator, and took every opportunity to network with other participants, lecturers and his client. Though he found it to be quite challenging, the rewards were well worth it. Glenn developed his computer skills, and learned to write a business plan, make diagrams and give presentations. He met many interesting business people and developed a strong relationship with his client, who later became a mentor to him. His team's business plan won 3<sup>rd</sup> place in the JMEC competition, and each member won a pair of domestic round-trip tickets. His client has since used its JMEC business plan as a base, upon which the company has implemented new business strategies.

#### **Result**

After completing JMEC and his JET contract, Glenn moved outside of Tokyo to study Japanese. As his studies drew to a close, Glenn was utilizing traditional channels to look for a job in Tokyo. Not having success finding the kind of job he desired, Glenn contacted one of the JMEC lecturers whom he had met during the program, and asked for his advice on finding a job in Tokyo. "He immediately responded," said Glenn, "and asked me to send him my resume. Five days later, I received an email from the president of Daijob Inc., a well-know recruiting firm with which this lecturer was associated." Within a week, Glenn had come to Tokyo for an interview and was subsequently offered a job. Glenn has been employed at Daijob for over 3 years, where he continues to enjoy his job. In that time, he has risen from an entry-level position in Sales and Marketing, to become Team Leader and later Sales Manager, where his experience as JMEC team coordinator aided him in supervising teams of up to 18 employees. "I believe that if you can commit the time to JMEC," he said, "it will provide an invaluable experience that you will forever be able to draw on throughout your professional career."

For more information about JMEC, please visit [www.jmec.gr.jp](http://www.jmec.gr.jp) or email [info@jmec.gr.jp](mailto:info@jmec.gr.jp).