



Forth  
Valley  
College

Making Learning Work

# in touch

BUSINESS NEWSLETTER

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## New training fund a bonus for Forth Valley business

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- Balfour Beatty to build new Falkirk Campus
- Businesses unite to support investment in youth

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## NEW TRAINING FUND WILL BE A BONUS FOR FORTH VALLEY BUSINESS

More than **700** companies in Forth Valley may be eligible to access up to **£10,000** for training thanks to the Flexible Workforce Development Fund.

Created by the Scottish Government the fund is open to applications from all organisations across the private, public and third sectors in the Forth Valley area who pay the UK Government's Apprenticeship Levy if they pay more than £3million in salaries a year.

Those who meet this criteria, are eligible to apply for vocational and professional development training offered by Forth Valley College - their regional college - in areas such as people skills, human resources and digital skills.

However, the clock is ticking to apply, as the Scottish Government have set a deadline of Friday December 15, 2017 for businesses to apply for funding.

Jennifer Tempamy, Forth Valley College's Head of Business Development, said: "There could be as much as £500,000 worth of funding available in the Forth Valley area and it is understood there are at least 705 firms who meet the criteria to apply.

"All they need to do is contact us here at Forth Valley College - their regional college - and we can help them in their application to claim the training grants, which could be up to a maximum of £10,000.

"It is an excellent opportunity for our local businesses to upskill their workforce in key areas and here at Forth Valley College they can be confident they will receive the best and most professional training possible to help their employees enhance their professional ability."

Dr Ken Thomson, Principal of Forth Valley College, said: "Scotland's further education sector has always worked very closely with business partners and stakeholders to meet industry demand for skilled workers. Forth Valley College and others have been very successful in developing a very high standard of work-based skills training and providing industry with competent, professional and qualified employees, who can hit the ground running when they leave college.

"We have a unique understanding of the businesses we work with and recognise what our partners' needs are and tailor our training to their exact specifications and requirements. We are sure the new Flexible Workforce Development Fund will help to enhance these partnerships, strengthen our links with business and welcome new companies to come along and see how we are making learning work here at Forth Valley College."

To find out more please contact Forth Valley College in the first instance on 01324 403146 or visit the website page at [www.forthvalley.ac.uk/workforcefund](http://www.forthvalley.ac.uk/workforcefund)

## PROMOTE YOUR VACANCIES

Employers seeking candidates for Modern Apprenticeship vacancies are invited to attend an open event at the College's Falkirk Campus on **Wednesday 1 November 2017 from 4.30pm - 7pm.**

For more information and to register your interest, please contact Miles Lagan on 01324 403271 or email [miles.lagan@forthvalley.ac.uk](mailto:miles.lagan@forthvalley.ac.uk)



# FVC AND WGM WIN STF AWARD

Forth Valley College in partnership with WGM Engineering have won a Scottish Training Federation (STF) award.

The winners were revealed on Tuesday 26 September as part of the STF Conference, Annual Dinner and Awards ceremony at Crieff Hydro. The College and WGM Engineering (who have bases in Livingston and Glasgow) won the Success in Partnership category for their training link up.

A variety of positive and innovative milestones over the last six years has grown the relationship between FVC and WGM and the Scottish Training Federation showed how impressed they were by choosing them to win this prestigious award.

As one of Scotland's leading engineering companies WGM facilitate an extensive MA programme to strategically grow their business organically, using the talent they invite and develop within the WGM family. As one of Scotland's leading further education providers in the engineering field, Forth Valley College have been a natural choice for WGM to partner with and support a balanced and bespoke apprenticeship programme.

Since 2011, the firm have sponsored 25 Modern Apprentices (MA), with a further seven beginning their training in August 2017. The MA subjects range from Mechanical Engineering and Electrical Engineering to Engineering Management and Engineering Construction Design and Drafting.

In recent years there have been a significant number of collaborations which have been of mutual benefit to both organisations, with the promotion of apprenticeships at the heart the relationship. WGM have invested heavily over the last four years in resources and staff to support their MA Programme and it is embedded in the very culture of the organisation and embraced at every level.

Miles Lagan, FVC's Client Manager, said: "We are delighted to have won this prestigious award along with WGM Engineering. This recognition shows how much we value our business partners and the training of their Modern Apprentices and other members of staff."

Dr Ken Thomson, Principal of Forth Valley College, said: "Forth Valley College have had a long and successful partnership with WGM Engineering, they are one of our most valued partners and we are very proud to have won this STF award along with them. This is a great example of how we are making learning work for businesses and their employees throughout the Forth Valley area."

Sarah Rooney, Learning and Development Advisor at WGM, said: "WGM enjoy working together with Forth Valley College to help our young people reach their potential. We are thrilled to have won an award that celebrates the success of our partnership, our support team and above all our apprentices and the valuable talent they bring to our organisation."

## BALFOUR BEATTY TO BUILD NEW FVC CAMPUS

Forth Valley College's new **£78 million Falkirk Campus** will be built by Balfour Beatty it was announced recently.

After a competitive tender process the world renowned construction company were confirmed as winners of the contract.

Forth Valley College Principal Dr Ken Thomson and Hector Macauley from Balfour Beatty signed an official agreement at the current Falkirk Campus on Wednesday 11 October 2017.

The new campus - which is earmarked for completion in November 2019 - will complete FVC's ambitious estates programme which saw their £24 million Alloa Campus opened in 2011 and their £29 million Stirling Campus opened a year later.

The new Falkirk HQ will focus heavily on science and engineering training facilities, but will also have state-of-the-art provision and capabilities to accommodate a wide range of FVC's courses.

Dr Ken Thomson, Forth Valley College, Principal said: "Balfour Beatty have a superb industry reputation and we are very pleased to have them on board as contractors for our new Falkirk Campus.

"The tender process was very competitive, but we are confident Balfour Beatty is the best candidate to help us realise our vision for the future of Forth Valley College. We will be working with Balfour Beatty to optimise local benefits and opportunities as the projects progress."



# AIMEE IS MA OF THE YEAR

**Hospitality Modern Apprentice (MA) Aimee Kerr scooped a top prize at Forth Valley College's graduation event this year.**

Hospitality Modern Apprentice (MA) Aimee Kerr scooped a top prize at Forth Valley College's graduation event this year.

Aimee Kerr (19) from Bo'ness won the Business Development Department MA of the Year (sponsored by Forth Valley College Foundation) at the Stirling Castle ceremony on Thursday 5 October.

A total of 900 students were eligible to graduate this year from Forth Valley College. More than 250 of them chose to collect their scrolls at events held at the Falkirk Town Hall (Tuesday 3 October) and Stirling Castle (Thursday 5 October).

John McNally, Chief Operating Officer at INEOS Olefins and Polymers UK spoke at Falkirk Town Hall, while guest speaker at the Stirling Castle event was Alex Paterson, Chief Executive of Historic Environment Scotland.

Aimee, who now works in the Leapark Hotel in Grangemouth,

as a receptionist, said: "I am surprised but also very excited at winning this award! I never thought I would ever win an award for completing my course, while just doing my job. I enjoy what I do and the people I get to meet doing it, but I'm also amazed at the kind words my FVC work based assessor Karen Pennie had to say about my work and how she sees me as a person. I was just so proud of the fact that she thought of me for this award and that she thought that highly of me. I never expected to actually win it."

Karen Pennie, a Work Based Assessor in FVC's Department of Business Development, said: "It has always been evident that Aimee had a real passion for the hospitality industry.

"Her customer care and service skills were excellent, and she was a 'natural' around customers, making sure they enjoyed their experience. She was a real team player and had

a wonderful rapport with both her managers and other team members.

"Aimee's MA portfolio was of a very high standard, and she was always conscientious, completing her work on time, and taking pride in the quality of work and her achievements.

"Aimee will go far in the hospitality industry as she is hardworking, reliable, and has a very positive approach to her work. What is clear though, is that she enjoys it!"

Jim Callander, Chair of the Forth Valley College Foundation Trustees, said: "We are delighted that such an outstanding student as Aimee has been recognised with the Modern Apprenticeship award, which demonstrates the valuable link between studying for qualifications and employment."

## GRADUATION SPONSORS 2017

A huge thank you to all those who sponsored awards at our 2017 graduation ceremonies.

**Ede & Ravenscroft**

**Eden Consultancy Group**

**Falkirk Council**

**Forth Valley College:  
Foundation**

**Lyreco**

**Nisbets Key Accounts**

**Rotary Club of Falkirk**

**Scott Direct**

**SQA**



# ALL SMILES FROM THE RECENT COHORT OF GRADUATES AND THEIR EMPLOYERS

This ecstatic bunch of professionals are well on their way to advancing their careers and taking their businesses to the next level of success all thanks to Forth Valley College!

Businesses across the central belt and beyond are celebrating the graduation of their managers and HR professionals with the much sought after CIPD, CMI and HNC Management and Leadership qualifications.

They have just got their hands on their scrolls containing professional management and human resources qualifications, which are a must these days for employees hoping to progress in their careers.

Another reason for the smiles at the Falkirk Town Hall graduation ceremony on Tuesday 3 October, is that they completed their courses by taking very little time out of work by studying flexibly and locally at FVC's Chartered Institute of Personnel and Development (CIPD) and Chartered Management Institute (CMI) approved training centres.

Scotland's biggest cities have traditionally attracted those in search of qualifications to help career advancement, but Forth Valley College is proving to be a 'workforce' to be reckoned with, as today's busy and ambitious professionals look to travel less to find the skills they need to climb the career ladder.

The College - which has hundreds of business partnerships and stakeholders from huge oil, gas, life-science, engineering and hospitality companies to local authorities, the NHS and Historic Environment Scotland

- recognises the need for developing the management workforce in Central Scotland and beyond.

It prides itself on providing an established range of CIPD and CMI courses, run by expert lecturers with access to the latest trends and information on areas such as human resources and management practice, employment law, strategies for developing the workforces and project management . . . all vital for a business to flourish.

CIPD Human Resources qualifications are currently offered at Foundation, Intermediate and Advanced level and CMI Management and Leadership courses are available at Certificate and Diploma Level through FVC.

Jennifer Hogarth, FVC's Curriculum Manager in the Department of Business said: "These qualifications are extremely important in business today. In fact, industry demands that HR and management professionals possess the skills and training that are covered in these courses.

"We are actually seeing people gain promotion during their studies and after successful completion too; this demonstrates the value employers place on these qualifications and gives individuals the recognition they deserve!"

The basic CIPD Foundation course is an ideal practical introduction to the subject area for HR administrators and line managers and runs for a full academic year one afternoon a week from 1pm - 6pm. The more strategic Intermediate and Advanced courses require applicants - aimed mainly at

middle management and more senior employees - to attend workshops 12 times a year at the College, but is more of blended and flexible learning approach where students can work at home with full support of lecturers via phone and online communication.

The CMI courses (Certificate and Diploma) do expect students to attend some campus based lessons, but they have a more defined distance learning approach, again with a strong support and engagement structure, which encourages regular phone calls and e-mail communication with lecturers.

Jennifer, added: "We really do encourage people who sign up for these courses to come in for the timetabled workshops

as we find these students are more likely to successfully complete the courses.

"We also recognise that our CIPD and CMI students all have very demanding jobs and busy lives. They work very hard, and in many cases are juggling family life and other important personal commitments that they need to attend to - even before they think about beginning one of our courses.

"But we understand this and can help them navigate through their studies to enable them to get where they want to be professionally and they too can go on to collect a scroll like our recent graduation group."

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**For more information on CIPD and CMI courses and possible funding help available, please contact Becky Carlton on 01259 220522**

**or visit [www.forthvalley.ac.uk/industry-training/training-courses/human-resources/](http://www.forthvalley.ac.uk/industry-training/training-courses/human-resources/)**

**or [www.forthvalley.ac.uk/industry-training/training-courses/management-leadership/](http://www.forthvalley.ac.uk/industry-training/training-courses/management-leadership/)**

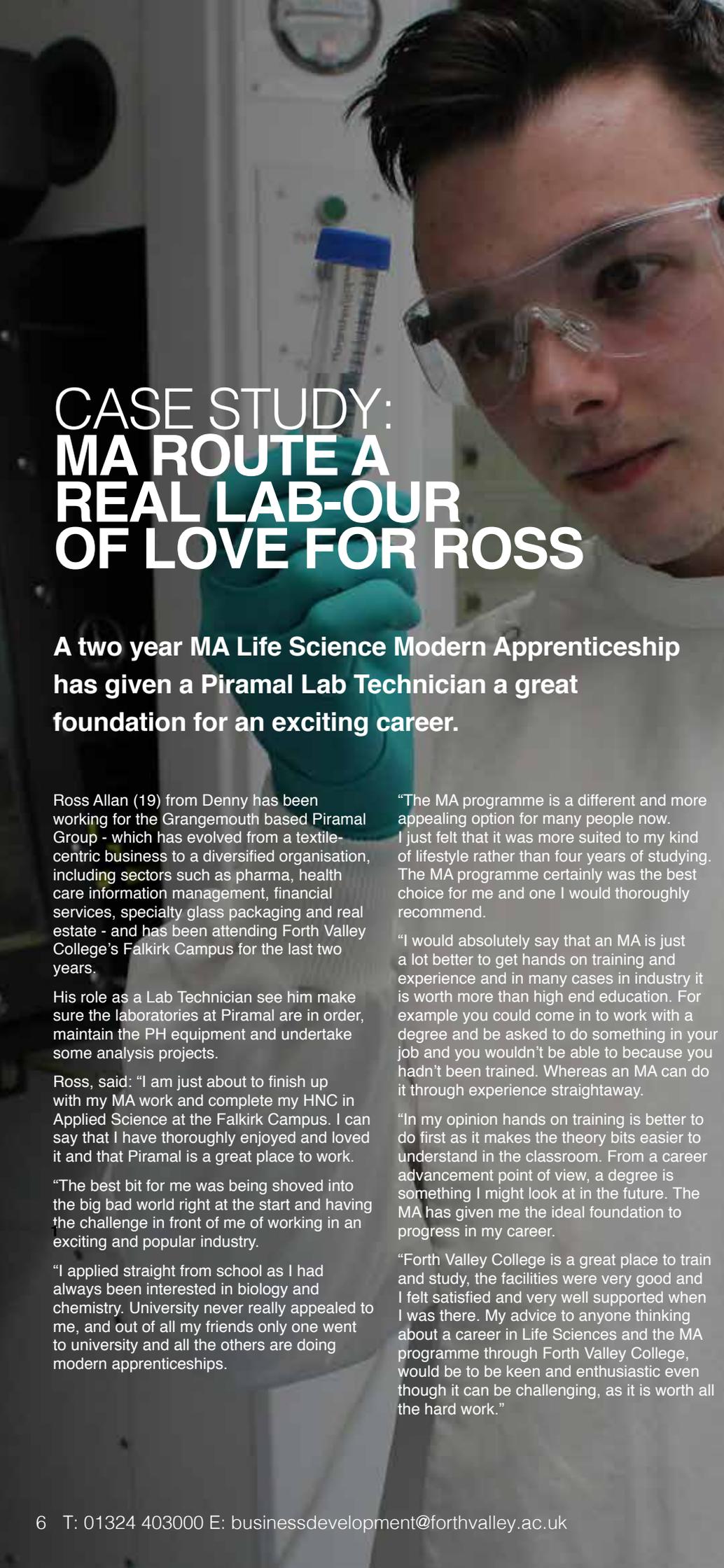
**CMI recognised programmes offer your employees the recognition they deserve**

**Enhance your in-house training**

**90% of managers surveyed by CMI say that their qualification has improved their performance**

**Use the CIPD qualification to build your confidence and credibility to handle the most pertinent people management and development issues**

**Gain an internationally recognised accreditation with the CIPD qualification through FVC**



# CASE STUDY: MA ROUTE A REAL LAB-OUR OF LOVE FOR ROSS

**A two year MA Life Science Modern Apprenticeship has given a Piramal Lab Technician a great foundation for an exciting career.**

Ross Allan (19) from Denny has been working for the Grangemouth based Piramal Group - which has evolved from a textile-centric business to a diversified organisation, including sectors such as pharma, health care information management, financial services, specialty glass packaging and real estate - and has been attending Forth Valley College's Falkirk Campus for the last two years.

His role as a Lab Technician see him make sure the laboratories at Piramal are in order, maintain the PH equipment and undertake some analysis projects.

Ross, said: "I am just about to finish up with my MA work and complete my HNC in Applied Science at the Falkirk Campus. I can say that I have thoroughly enjoyed and loved it and that Piramal is a great place to work.

"The best bit for me was being shoved into the big bad world right at the start and having the challenge in front of me of working in an exciting and popular industry.

"I applied straight from school as I had always been interested in biology and chemistry. University never really appealed to me, and out of all my friends only one went to university and all the others are doing modern apprenticeships.

"The MA programme is a different and more appealing option for many people now. I just felt that it was more suited to my kind of lifestyle rather than four years of studying. The MA programme certainly was the best choice for me and one I would thoroughly recommend.

"I would absolutely say that an MA is just a lot better to get hands on training and experience and in many cases in industry it is worth more than high end education. For example you could come in to work with a degree and be asked to do something in your job and you wouldn't be able to because you hadn't been trained. Whereas an MA can do it through experience straightaway.

"In my opinion hands on training is better to do first as it makes the theory bits easier to understand in the classroom. From a career advancement point of view, a degree is something I might look at in the future. The MA has given me the ideal foundation to progress in my career.

"Forth Valley College is a great place to train and study, the facilities were very good and I felt satisfied and very well supported when I was there. My advice to anyone thinking about a career in Life Sciences and the MA programme through Forth Valley College, would be to be keen and enthusiastic even though it can be challenging, as it is worth all the hard work."



## IAIN IS PRESENTED WITH COMPEX CERTIFICATE NUMBER 60,000

Forth Valley College's state-of-the-art CompEx Training Centre in Falkirk hosted a special presentation recently to the 60,000 candidate who has passed one of the highly regarded CompEx qualifications.

Martin Jones CompEx Operations Manager from JTLimited - the Internationally Accredited CompEx Certification Body - presented Iain Dove (27) from Edinburgh, with his CompEx Ex 01-04 Hazardous Area certificate on Thursday 31 August 2017.

It is fitting the landmark was reached by a candidate from Forth Valley College as its award winning CompEx Training team this year celebrated 20 years of working in an approved CompEx centre, delivering the best possible range of JTLimited accredited CompEx electrical courses.

Iain, an Instrument Technician with North British Distillery Company, said: "I was surprised to hear that I was the 60,000 candidate to achieve the certificate. It is good to know that this number of electrical engineers and other industry professionals are now competent in this field from a health and safety point of view.

"I enjoyed the course. It is full on, but you get to do a lot of practical exercise and attain a lot of important knowledge. FVC's training centre is really well set up and any questions you have get explained fully. Having this qualification has definitely helped me in my career."



Martin Jones, CompEx Operations Manager at JTLimited, part of the JTL Group, said: "We are very proud that we have reached 60,000 Ex 01-04 Gas and Vapours certificates and it was a privilege to present this landmark certificate to Iain at Forth Valley College.

"We have grown our competency programmes worldwide over the last 25 years and now have 60 licensed CompEx centres where we are providing core competency validation through safe working practices for workplaces that contain explosive atmospheres, to help protect both the workforce and the capital asset much better.

"We are also very happy that the presentation and landmark candidate was achieved here at Forth Valley College as they are an excellent team and have just celebrated their 20th anniversary of providing CompEx courses.

"FVC are leading the way and were one of the first colleges to deliver the Ex 14 Responsible Persons course over the last 12 months, which is assisting both the regulatory authority (HSE) and the top tier of management within industries that contain hazardous areas."

Alistair McKean, Lead Commercial Trainer at Forth Valley College said: "We were delighted to welcome Martin here to present this certificate to Iain, who was a great candidate on our CompEx 01-04 course. At Forth Valley College our award winning CompEx team are passionate about what we do and for JTLimited to reach this milestone here, is a great honour and excellent recognition of the work we do here.

"We are delighted to work so closely with JTLimited and deliver their CompEx courses and look forward to strengthening our relationship even further in the future."

**Anyone wishing more information on FVC CompEx courses should contact Chantelle Apperley on 01324 403173 or visit [www.forthvalley.ac.uk/industry-training/training-courses/compex-and-electrical-safety/](http://www.forthvalley.ac.uk/industry-training/training-courses/compex-and-electrical-safety/)**

## INTERVIEW:

### Dr Deborah McElhone Head of Process Development Piramal Pharma Solutions

#### Can you describe your role and your duties and a summary of what your company does?

My current role involves the overall management of the Process Development group.

Piramal Pharma Solutions is a contract manufacturer, delivering services from proof of concept antibody-drug production to full scale GMP manufacture for clinical release and trial. Our customers rely on us to deliver scientific information in order to meet deadlines for clinical trials. Without these important studies, no advancement in drug manufacture is possible and ultimately no new drugs will proceed to market that could save patient lives.

#### Why is the life sciences industry so important?

Life Sciences are crucial to ensure advancement within the medical/ pharmaceutical industries. As a society, we would not be where we are today without dedicated Life Science professionals striving to ensure medication is available for disease and new technology is available for eg. surgical treatments. No matter what part you play, from Lab Technician to Head of Department, you are ultimately contributing to saving lives.

#### Why is it a great career for young people to think about?

You can make a real difference to the quality of people's lives and be proud to be part of giving someone precious extra time to make memories with their children, family and friends. Science is an ever evolving industry and it is exciting to be part of cutting edge and innovative techniques.

#### What are you looking for in a new employee? (and specifically a new MA recruit)

Personally I look for individuals that are enthusiastic and excited about the life science industry. They show a level of interest and passion about contributing to the field. Candidates who drive their own learning ultimately benefit the most from the programme. As a result Piramal will have a candidate ready to be part of the team and contribute to the advancements we make every day. As with any workplace we look for a diverse and collaborative team, having a positive attitude and having willingness to achieve individual as well as company goals, always helps in the workplace.

#### What advice would you give to someone thinking about a career with Piramal or the life sciences industry?

Just go for it . . . If you have a passion for pharmaceutical advancement and want to make a difference to patient lives, then Life Science is for you. Piramal is an exciting place to work and I have spent many years here, still passionate for Life Science.

#### How important is it to have a strong relationship with a college like Forth Valley who have a strong tradition of training modern apprentices?

Forth Valley College provides excellent opportunities for modern apprentices, which is a tradition valuable to Piramal. Having the opportunity to employ an enthusiastic individual, not only boosts the person involved, but also the development team. Coaching others and watching their development is also an invaluable experience for staff and one that we wish to continue with. This personal growth adds not only to the individual but also the business. We have enjoyed an excellent working relationship with FVC and look forward to continued synergies in the future.

# BUSINESSES UNITE TO SUPPORT INVESTMENT IN YOUTH

**Developing the Young Workforce (DYW) Forth Valley - a new and inspirational organisation which aims to help business, education and training sectors develop a dynamic and cohesive partnership approach to the employment challenges facing young people in this area - has at its core, an aim to significantly reduce youth unemployment and strengthen links between education and business for the benefit of the region's young people and the local business community.**

Connecting local businesses to engage directly with education ensures that young people are equipped with the skills that local companies are looking for, harnessing an emerging talent pool for employers and helping local businesses to attract the next generation workforce into their industry.

There has been a very positive message from business so far - that they want and need to employ young people. They are willing to give time and resource to working with schools and Further Education institutes to give pupils a better idea of what opportunities are available to them, and a better understanding of the world of work in general.

Businesses want and need to employ young people with the right attitude and willingness to work and learn.

Jen Henderson, DYW Manager said, 'Businesses in Forth Valley want to work together to support young people while still at school and on just leaving. Employers don't recognise Local Authority boundaries - they just want young people with the right attitude and willingness to work and learn. Our job is to simplify some of the current systems and try to make it easier for businesses and education to work together at an early stage to develop a dynamic and cohesive partnership approach to the employment challenges facing young people in this area; to better prepare young people for the world of work, through better, and more consistent exposure to employers and the workplace throughout their education. This will give them the skills, experiences and qualifications they need to move to positive destinations after school, and make informed choices about the jobs and careers they want to pursue. Our ambitions are to instigate and deliver a programme of activity and support to achieve this.

We want to hear from business owners and professionals who feel they can help . . . and we are determined we will make a difference.

Jen continues, 'We're aiming to get all secondary schools in the Forth Valley area engaged in a business partnership, either with a large employer or with a group of small employers. Statistics show that the more contact young people have with business the more likely they are to get a job when they leave education, so that's our aim.'

Across Forth Valley, starting with school pupils leaving education from June 2017, until June 2019 there are 8,946 individuals that are looking for their next 'positive destination', these school leavers will range from S4-S6 when they leave, and with an aging population this means there is considerable competition for young people across the region.

# DYW

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Developing the  
Young Workforce





In order to give these young people the best start on their career pathway, whichever route they choose; whether that be a Modern Apprenticeship, direct employment, or Further or Higher education, businesses are being encouraged to invest and innovate, which includes investment in skills. Intervening at an early stage of a young person's education maximises their chances of making informed career choices, and encourages them to consider local job opportunities which impacts positively on the local economy.

Our role is to simplify some of the current systems and make it easier for businesses and schools in the Forth Valley area become engaged in a business partnership

In order to access and attract the emerging talent that schools are producing, employers are increasingly keen to get involved with work inspiration activities that complement the curriculum, offering work placements, career and sector insights for young people and teachers; employability skills, entrepreneurship, site visits, volunteering, business projects, and collaboration to contextualise learning in the classroom;

incorporating experiential examples and projects which result in better and more consistent exposure to businesses and the workplace throughout education. Investing time and effort in developing these young people will serve to boost the long-term prospects of any forward-thinking business.

We need more local businesses to offer employment opportunities for young people when they are in a position to do so. There are a variety of ways employers can access support and advice to recruit and employ the young workforce and there has been a fantastic response.

So why are local businesses getting involved with DYW? Not only does it facilitate business growth and sustainability, it also helps businesses to address future skills shortages.

Furthermore, it is an opportunity to gain fresh young perspective on company processes, giving businesses a competitive edge in the market by revitalising and modernising existing approaches.

**DYW Forth Valley want to hear from people who are interested in getting involved.**

#### DYW Forth Valley Programme Coordinators



L-R: Michelle Carr, Karen Wright, Jen Henderson, Rachel Dormon

To find out more about DYW Forth Valley or how you can get involved please call 01259 726690, e-mail [getinvolved@dyw.forthvalley.ac.uk](mailto:getinvolved@dyw.forthvalley.ac.uk) follow on Twitter @DYW\_forthvalley or connect via LinkedIn to DYW Forth Valley.



# NEW IT MA PROGRAMME WILL PLUG SKILLS GAP

**Forth Valley College is helping businesses across Scotland improve their communications systems with a new Information Technology Modern Apprenticeship.**

Due to the growth of the IT sector and demand for digital skills, the College recently launched a new one-year work-based MA programme which will equip trainees with a recognisable qualification and desirable skills based either in the IT Support or Cyber Security fields.

The programme was developed to meet the needs of any company which has a designated IT department as it covers everything from cyber security to programming and telecoms. Industry recognised Diplomas (to SVQ Level 6) in either Information Security or Information Technology and Telecommunications will be the goal for MAs who successfully complete the programme.

In Scotland alone around 13,000 jobs in this area need to be filled each year, which made the new IT MA programme an attractive prospect for firms.

Five firms have already enrolled candidates on the programme.

Jennifer Tempany FVC's Head of Business Development in Business Development, said: "We are confident that this new MA programme could be just what businesses are looking for to meet the digital skills gap we currently have in Scotland. Our programme develops a broad and innovative skillset, has a strong focus on hands-on practical training and meets the requirements of a highly regulated industry.

"The College's excellent reputation in Computing is also a major plus point for this programme. We are excited at the prospect of being at the forefront of training the next generation of IT and cyber security professionals."

More than 60,000 people are employed in tech businesses across Scotland with 60% working in tech roles and 40% working in other types of jobs. The top three employment areas are Glasgow City (29%), Edinburgh (23%) and West Lothian (9%).

Tech professionals are in demand across the whole economy and over 90,000 people are employed in tech roles in all sectors in Scotland - a 10 per cent increase in employment from 2015 -2016. Two fifths are employed in tech businesses with the remainder employed in other sectors such as finance, creative industries, engineering and healthcare.

Claire Gillespie, key sector manager for ICT and digital skills at Skills Development Scotland, said: "The digital technologies sector is expanding and is a key contributor to the economic growth and global competitiveness of every sector in Scotland.

"This growth is creating significant job opportunities for skilled workers, particularly young people and other new entrants across a wide range of roles. The Digital Technologies Skills Group is working to broaden the talent pipeline for the future to ensure Scotland can achieve its digital potential."

**Anyone looking for more information on the new IT MA programme, should call 01324 403000 or visit [www.forthvalley.ac.uk/ITMA](http://www.forthvalley.ac.uk/ITMA)**



Mechanical Engineering Apprentice Megan McWatt scooped a top honour from her employers recently and was mentioned in the Scottish Parliament as a result.

Third year Megan (20), a fitter with INEOS in Grangemouth - who attends Forth Valley College Falkirk Campus on a Thursday to train for her Modern Apprenticeship in Mechanical Engineering - was presented with the George Hall Trophy to celebrate her MA of the year award with the company.

To commemorate this excellent achievement MSP Alison Harris

tabled a motion in the Scottish Parliament in recognition of her work and dedication in winning the honour which is presented in memory of George Hall, who worked at the site for almost 40 years until he passed away in service in 2015. His family donated the award to be presented each year to the best apprentice.

Megan, said: "It is great to be recognised in this way and I am delighted to have won this award. It was also such a surprise to have been mentioned in the Parliament."

## MA MEGAN WINS INEOS PRIZE

# MEET THE TEAM

Each issue, InTouch will introduce a member of the College team offering an insight into what their job involves.

## Zak Stark

## Commercial Manager, Business Development

### Describe your role

The Commercial Manager role is varied providing great opportunities to get involved in projects across the college as well as working with external partners. Each day provides new and exciting opportunities to ensure that Forth Valley College is meeting the needs of our local community as well as national organisations.

Forth Valley College has a long standing reputation of having a strong commercial department. This is based on the ability to meet individual and business training requirements. Having the support of an excellent team who are all keen to continually improve and extend our training provision makes the job rewarding and allows us to deliver excellent levels of customer service.

### What's your background?

I trained and worked as a self employed cabinet maker before going onto university. I then planned to progress to a Post Graduate Certificate in Education to become a secondary school Design and Technology Teacher. Deciding to take a year out I noticed a job advertised within Student Services at Falkirk College and 15 years later, I am delighted to still be here. I have had the opportunity to work for Falkirk College, Clackmannan College and following merger onto Forth Valley College where I am now Commercial Manager. The College has always been committed to supporting staff progress, by offering project work and secondment opportunities. I have always taken full advantage of this and the job satisfaction it provides.

Starting my college career within Student Services provided a firm foundation allowing me exposure to a range of departments and ultimately using this to support new and existing students to successfully progress onto their next academic or career pathway.

This transferable experience along with several opportunities to get involved in various internal and external projects allowed me to move over into Business Development where I am now Commercial Manager.

Working with a range of external customers and managing a variety of training provision open to the public I continue to ensure that Forth Valley College is providing excellent levels of customer service allowing individuals and organisations to meet their training requirements.

### Describe a typical day at work

A typical day consists of liaising with internal departments to ensure that we are providing the best possible experience to our customers. Meeting with, communicating via e-mail or speaking over the phone to plan training provision with external partners, as well as working on bids and tenders to secure new business. All of which requires myself and the team to work to tight targets and timescales.

I am proud to manage a team who have a proven track record of winning tenders, supporting contract delivery and delivering quality commercial training provision.

### What's been your biggest achievement so far?

My biggest achievement as Commercial Manager has been supporting the growth of a commercial team that are generating new business as well as delivering a wide range of provision including Business Skills, Electrical Safety, Health and Safety and Train the Trainer courses. All of these provide opportunity for individuals to access employment, progress in their career and for organisations to meet training and legislative requirements.

Throughout my time working in the College, I have been fortunate enough to be in a position to work alongside colleagues to offer support to some of our most vulnerable students. As Commercial Manager seeing some of these students return in employment and accessing training through my team provides a huge sense of achievement and showcases Forth Valley College's mission to Make Learning Work.

### Describe your job in three words?

Satisfying, challenging (I know this is more than 3 words...) a good laugh.

### Why choose training at Forth Valley College?

We make learning work through a team of highly skilled, experienced and passionate staff committed to delivering training provision to meet industry requirements.

# Training Courses

from October 2017 to January 2018

## First Aid at Work

(Falkirk Campus)

8 - 10 November 2017

6 - 8 December 2017

**£195**

## First Aid Refresher

(Falkirk Campus)

26 & 27 October 2017

30 November & 1 December 2017

**£165**

## First Aid Emergency

(Falkirk Campus)

8 November 2017

6 December 2017

**£99**

## First Aid Paediatric

(Falkirk Campus)

7 November 2017

**£99**

## 7300 Train the Trainer

(Falkirk Campus)

25 & 26 January 2018

**£395**

## Level 3 Award Education & Training

(Falkirk Campus)

Induction Day:

3 November 2017

Course dates:

13 & 20 November 2017

4 & 5 December 2017

**£495**

## IOSH Working Safely

(Falkirk Campus)

15 December 2017

**£130**

## IOSH Managing Safely

(Falkirk Campus)

21 - 24 November 2017

**£410**

## NEBOSH General Certificate

(Falkirk Campus)

NGC1

11, 12, 18, 19 & 25 January 2018

GC2

2, 8, 9, 15 & 16 February 2018

Revision (NGC1, 2 & 3)

1, 2 & 5 March 2018

Exam: 7 March 2018

**£1500**

## City & Guilds 17th Edition

(Falkirk Campus)

6 - 9 November 2017

Exam: 10 November 2017

18 - 21 December 2017

Exam: 22 December 2017

**£610**

## CompEx EX01-04 Refresher

(Falkirk Campus)

11 & 12 October 2017

24 & 25 October 2017

14 & 15 November 2017

12 & 13 December 2017

**£525**

## CompEx EX01-04

(Falkirk Campus)

2 - 6 October 2017

30 October - 3 November 2017

20 - 24 November 2017

27 November - 1 December 2017

4 - 8 December 2017

**£995**

## CompEx EX14 Responsible Persons

(Falkirk Campus)

23 - 27 October 2017

**£1550**

## CompEx EX05 & EX06 Dust

(Falkirk Campus)

19 - 21 December 2017

**£695**



## TOP TWEETS

YouTrain

@YouTrainUK

Well done to @FVCollege and WGM Engineering for winning @STFScotland Success in Partnership award! #STFConf17.

Andrew Campbell

@acampbell800

Great to be hosting the worlds largest state owned oil company from #china @FVCollege

Forth Valley College

@FVCollege

FVC have signed an agreement with Servest to cover all the college's FM needs for the next three years. <http://bit.ly/2fPOmpQ>

B4E

@B\_4\_E

Forth Valley College up for learning spaces gong at Education Buildings Scotland Awards @FVCollege #facilities <http://ow.ly/8VCF30f2id>

Vanessa Docherty

@VanessaRTO

SNIPEF apprentice awards 2017 ☆ Well done all ☆ Great evening ☆ Thanks to @FVCollege for hosting!!

## Forces Friendly Training Provider



**Call: 01324 403000** or  
email [businessdevelopment@forthvalley.ac.uk](mailto:businessdevelopment@forthvalley.ac.uk)  
for more information or to book a course.

Information contained within this document was correct at time of publishing but may be subject to change.  
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**Making Learning Work**