

8

At work: career and promotion

A Getting a job

Look at this **job ad** (informal)/**advertisement** (formal) for the IT (Information Technology) industry.

Ambitious Achievers¹

Up to **£30k² basic³**

Money motivated, eager, looking to work in a dynamic, fast-moving industry?

We are looking for ambitious, dynamic sales professionals with the talent and **drive⁴** to develop a **rewarding⁵** career within the IT

industry. You will work in **close-knit⁶** teams, maintaining and developing relationships with a **diverse⁷** range of clients.

Ideally you will possess some previous IT **sales experience⁸** and a good knowledge of computers. Most importantly you will have a strong desire to succeed.

If you **fit this description⁹** and are seeking a **lucrative¹⁰** career in IT sales then call Claire Walden or Graham Keen on 01960 479 6021.

- ¹ people determined to succeed and achieve great things
- ² thirty thousand pounds
- ³ guaranteed minimum salary without overtime or bonuses
- ⁴ strong motivation
- ⁵ giving you a lot back
- ⁶ working in a close relationship
- ⁷ of different types
- ⁸ experience selling things
- ⁹ have these qualities
- ¹⁰ producing a lot of money

The text has some words with similar meanings in connection with work; learn them in pairs:

motivated and **eager** (person) **dynamic** and **fast moving** (industry/profession)
to seek a career in ... and to look to work in ... (note look *to*, meaning consider or hope, not look *for*)

B During your working life

In some countries, women are allowed **maternity leave** and men **paternity leave** if they're having a child. [time away from work to have a new baby]

What **perks** (informal) / **(extra) benefits** (formal) do you get in your job? [extra things apart from salary, e.g. a car]

How important is **job satisfaction** to you? [the feeling that your job is worth doing and fulfils you]

What's your **holiday entitlement**? [number of days you have the right to take as holiday]

Do you get regular salary **increments**? [formal: increases/rises]

Most people don't want to **reach/hit a glass ceiling**. [reach a level where you cannot get further promotion, even if you deserve it]

Most people think they are **overworked and underpaid**. [often said together as a humorous fixed expression]

Exercises

8.1 Make these rather informal sentences more formal by using words and phrases from the opposite page.

- 1 Do you often look at the job ads?
- 2 I haven't worked in sales before.
- 3 There's a lot of money in selling computers. I made 70k last year.
- 4 We sell quite a mixed range of products.
- 5 I thought I would apply for the job since it sounded just like me.

8.2 Find expressions on the left-hand page which mean the *opposite* of the underlined words or phrases.

- 1 a very loosely organised team
- 2 a very frustrating job
- 3 to have low motivation
- 4 a rather static and slow-moving profession
- 5 a drop in your salary

8.3 Read the text and answer the questions.

- 1 Why does 'a career' sound better than 'a job'?
- 2 What are 'ambiguous' situations?
- 3 What expression means 'not depending on other people'?
- 4 What is the abstract noun that means 'your ability to find clever or imaginative ways of doing things'?
- 5 What mental quality do you need for this job?
- 6 What job do you think this advertisement is for?

An exciting outdoor career

If you're an out-of-the-ordinary person who is looking for more than just a job, we are offering a unique career that requires you to use your intelligence, self-reliance and responsibility. If you have an adventurous spirit, a strong, positive personality, a tough mind and a high level of personal integrity, and if you think you can deal with rapidly-changing, ambiguous and unpredictable situations that will test your resourcefulness to the limit, then contact us now.

Phone 070037652, or e-mail
personnel@leadership.com

8.4 Put these expressions into two groups: *usually negative* (-) and *usually positive* (+). Some of them are new expressions not on the opposite page.

- | | |
|--------------------------|-----------------------------------|
| 1 to hit a glass ceiling | 5 to be passed over for promotion |
| 2 to have a lot of perks | 6 to get turned down for a job |
| 3 to be snowed under | 7 to be short-listed for a job |
| 4 to be demoted | 8 to be a high-flyer |

8.5 Some words here are not used correctly or in their usual way. Correct them.

- 1 I started studying French at university, but I didn't finish my career and left after one year.
- 2 My boss rose my salary with £2,000 a year. I was delighted.
- 3 I'm underpaid and overworked, like everybody! And I'm always stressed up.
- 4 My holiday titlement is four weeks a year.
- 5 He got maternity leave when his wife had a baby.

8.6 Imagine you are a careers adviser. What advice would you give to someone who is ...

- 1 money motivated and who is prepared to take risks?
- 2 a very talented musician who is not necessarily money motivated?
- 3 an achiever who has a background in IT and is a very confident person?
- 4 suffering from a lack of job satisfaction in their present job?