

Contemporary Economic Issues Lecture Review: 'Starting your business and other non-random ways of getting a job' By Jose Fiuza

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Jose Fiuza is the MD of Fresto Ltd and an alumnus of UEA. Fresto Ltd is the largest stockbroking company for foreign institutions in Lisbon, Portugal which was founded by Jose and which provides training and consulting services in business and economic forecasting. Considering Jose's career provides one with a sense of déjà vu of Bob Dylan's lyric "How many roads must a man walk down before they call him a man". Jose holds a BA degree in Economics and MA in International Economics which he obtained in 1985 and 1987 respectively. After his graduation from UEA, although he passed the exams for the Government Economics Service, he gave up the opportunity to work for government, and instead joined a small bank which could be attributed the success to his Spanish linguistic ability. With fourteen years working experience in the financial sector including being a partner in a fund management company in San Francisco, Jose embarked on his family business to mainly sell statistical and econometric software from Timber Lake to his own Fresto Ltd in 2008.

In Jose's presentation, if graduates want to start their own business, they must consider the several abilities and blueprint such as ability to multi work, willingness to work hard, self motivation, a fabulous idea and some available capital. Additionally, it is necessary for graduates either being a employee in financial sector or running their own business to have the skills such as getting to know products, sectors and potential clients; doing accounts; running an office and dealing with personnel.

The presentation is salutary for graduates who are eager to land a job or to be an entrepreneur. Jose referred that trading on E-bay is a basis way to set up your own business and accumulate business experience for the future. Furthermore Jose insisted that "A lot of success is seeing and jumping at opportunities that come up." And he suggested the core competitiveness is that anything you can do that 90% of other graduates can not, even if not obviously relevant. For example, Jose's first job profited from his ability to speak Spanish which could not be obtained by every graduate. This presentation is a good guide for careers and employability.