



Netherlands Enterprise Agency

Dutch Delegation at MIT European Career Fair 2018

Boston, February 23 – February 26, 2018

Holland Innovation Network Boston (IA-Boston)

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Summary

From February 23 – February 26 this year, a delegation of 11 Dutch companies and universities participated in the MIT European Career Fair (ECF), the largest recruiting event of its kind in the United States. The objective of the Dutch delegation was to attract top-tier students and young professionals to the Netherlands. The Dutch delegation consisted of Academic Transfer, ASML, Delft University of Technology, Eindhoven University of Technology, High Tech NL, Leiden University, Municipality of Groningen, Prodrive Technologies, TNO, University of Groningen, Vanderlande and VDL-ETG. IA-Boston, in cooperation with High Tech NL and Academic Transfer, coordinated the delegation's visit to Boston.

Because of the presence of globally leading universities such as MIT and Harvard, Boston is the perfect location to recruit high-skilled talent. The Dutch delegation had the opportunity to meet with close to 5,000 young professionals and students from renowned universities at the ECF. On the evening prior to the fair, IA-Boston organized an information and network event. The career fair was followed by two full days of one-on-one interviews with potential candidates. The Dutch participation in the ECF is expected to lead to many new recruits for the universities and companies.

Introduction

Highly skilled workers are in great demand in the Netherlands. Especially engineers, IT specialists, and those with technical skills. The MIT European Career Fair provides Dutch companies and universities access to some of the brightest and highest calibre of applicants worldwide. Boston is known for its highly-educated workforce and for its abundance of top universities and colleges, such as Harvard, MIT, Tufts University, Boston University and Northeastern University.

This year marked the seventh consecutive year of participation for the Netherlands. Since the first participation in 2011, the Dutch delegation has grown in size considerably. With six high tech companies and five academic institutions, the Netherlands represented the third largest delegation of all countries present at the ECF in 2018.

Pre-ECF event: ‘Meet Your Future Dutch Employer: Networking and Information Event’ (February 23)



On the afternoon prior to the ECF, IA-Boston organized a kick-off program. It started with a pre-conference session which enabled the delegation members to meet one-another. This was followed by an information- and network event on working and living in the Netherlands. Approximately 45-50 graduate students and young professionals attended the pre-ECF event. A strong majority of the attendees were graduate students (Master, PhD and Postdoc) with a technical background, enrolled in universities such as MIT and Harvard and with a strong interest in the Netherlands.

Both the Dutch delegation and the potential candidates found the networking reception a great way to connect with each other in an informal setting. One of the event’s attendees, Vincent Zoutenbier, an

American job-seeker who obtained a PhD in Physics and is interested in pursuing a career at TNO, found that *“the network event was great, because it put me in contact directly with some of the hiring managers, the engineers, and the scientists. They were able to answer very specific questions on all three levels of what the hiring process would be.”*



The presentations on working, living and conducting research in the Netherlands for job candidates interested in the Netherlands.



Networking and mingling: the Dutch delegation getting to know the Bostonian talents over some food and drinks.

European Career Fair and the Follow-up Interviews (February 24, 25, 26)

At the ECF, the Dutch delegation showcased in the ‘Dutch Street’, easily recognizable by two large ‘Holland’ banners with a width of 15 meters. The interest in the Netherlands was overwhelming. Both the Dutch academic institutions and the six high tech companies spoke with a large number of high potential candidates.

Overall, the participating Dutch companies and universities deemed the career fair a great success. Kathleen Fowles, an American employee working for Prodrive Technologies in the Netherlands, commented that *“the ECF had been really great so far. We have talked to a lot of brilliant candidates. It has given us the opportunity to talk to candidates face-to-face, which is something you can’t do when you hire from across the ocean.”*

Similarly, Jo van Ham, Vice President of the Executive Board of the Eindhoven University of Technology, was highly optimistic about the outcomes of the fair. He said that *“it was great, it was*

busy, and we have a whole list of people who want to come to Eindhoven. So it was very successful ... Tomorrow we have the interviews, and we are fully booked!"

The career fair was followed by two full days of one-on-one interviews with potential candidates on the 25th and 26th of February. Several Dutch delegation members had scheduled interviews with over 25 American and international job candidates. Among them was Liz, an American Master's student in Mechanical Engineering at Tufts University, who said *"I had some success myself and interviewed today with one of the Dutch companies. Fingers crossed I will end up in the Netherlands next year!"*

Follow-up and Conclusion

The 2018 ECF once again confirmed the substantial interest from American and international students to pursue a career in the Netherlands. The Dutch delegation met a large number of highly talented young professionals and students through participating in the ECF, and this is expected to lead to many new recruits for the universities and companies. The high quantity, but also certainly quality, of potential hires certainly impressed the Dutch delegation. Some academic delegation members aim to return to Boston later this year for a road show to individual universities, with the objective to attract an even larger number of talent. IA-Boston has planned a follow-up meeting with these members to discuss this further. Furthermore, the ECF, and the network event prior to it, contributed to promoting the Netherlands as an attractive country to work in. It also enhanced the recognition of the Netherlands as an internationalized and innovative economy with a good working climate.

Participants

Company or university	Names representatives
Academic Transfer	Alex den Haan, Roland van Houtert
ASML	Sandra van Wijk, Marjan Aben
High Tech NL	Coen de Graaf
Leiden University	Janneke Mulders, Prof. dr. Ewa Snaar-Jagalska, Dr. Stefan Semrau, Mr. Désirée Le Large
Municipality of Groningen	Heleen Mulder, Michiel Kastelijen
Prodrive	Vincent Drietelaar, Roy Willems, Kathleen Fownes
Technical University Delft	Guido Schipper, Prof. Dr. Ir. Lucas van Vliet, Prof. Dr. Ir. Inald Lagendijk
Technical University Eindhoven	Julma Braat, Prof. Dr. Paul Koenraad, Mr. Jo van Ham
TNO	Kim Dielwart, Benjamin Brenny, Wouter Langenkamp
University of Groningen	Frank Nienhuis, Dr. Jan-Peter Birkner, Dr. Karen Voskamp, Dr. Jasper van der Velde
Vanderlande	Bas van Dartel, Bas Coenen, Mirre Sengers, Jolanda van der Putten
VDL-ETG	Ellen Op Heij, Marcel van Houtum, Rob Boereboom



The 'Dutch Street' at the European Career Fair