

Industry support

Tools to help you communicate with industry

During your time in a university Chapter, you may want to contact industry professionals to provide expert insight on topics you are discussing or debating, or you may even consider applying to a company for sponsorship of some kind. To do this, you will want to consider networking, using your contacts at university and making the most of being part of the Engineers Without Borders UK movement.

How do I make contact?

There are experts in your university- use them! Don't forget that your academics are experts in their field. If you don't know their area of expertise already, look them up online. Then consider if anyone in your Chapter has classes with them or reach out to them directly via email.

Create a LinkedIn account for your University Chapter. This will provide you with an opportunity to direct message industry professionals as well as assist you connecting with alumni from your university.

Make the most of placements or careers fairs. This is an easy and informal way to introduce yourself and your role in your society.

Get in touch with your University Careers or Placement Office. They may already have strong connections with many companies to help you. You can then follow up with an email to find out how you may be able to interact with the company.

How do I meet Engineers Without Borders UK members?

Join our Slack space. We have a Slack space for our membership including our Chapters. Email membership@ewb-uk.org to find out more.

Attend our events. From our AGMs to our virtual panel discussions, try to attend where you can. That way you will start to match names to faces and areas of expertise, which will help you in deciphering who you are interested in getting in touch with. You can find our upcoming events [here](#).

Get in touch! We have a rolling volunteer opportunity on our website for individuals to offer their time to talk to Chapters or judge a Designathon. Email us at membership@ewb-uk.org if you are looking for someone, as we may have the perfect person for you!

Top tip No matter how you found the industry professional or volunteer, they will undoubtedly be taking time out of their working day to come and talk to your Chapter. It is very important to be punctual, to use their time most effectively and be sure to be grateful for their time to ensure they have a positive experience.

What next?

Provide a brief. If you have sent a message directly, (see template below), a company or industry professional will often respond by asking for you to provide a further brief about your society. This is a chance for you to show the aims and achievements of your society as well as give them a greater understanding of how and why their support is important. A brief is typically no longer than one page. Use the ideas below as a guide of what to include:

- What are the aims of your Chapter?
- How many members do you have and what is your overall demographic?
- What has your Chapter achieved this year?
- How can your industry partner help you?
- If they were to sponsor your project or event, what exactly would you use their funding for?
- What do you hope to achieve from this event/project?

Email template

Dear [Sir/Madam/Name/Ms/Gender Neutral Option],

Thank you for taking the time to speak with me at [the past encounter e.g. event, placement fair].

[Delete "As discussed" if not following up past conversation] As discussed, I study [field of study] at [University] and I am also the [committee position] at the Engineers Without Borders Society at [University]. We are affiliated with Engineers Without Borders UK - a UK based charity - that aims to contribute towards addressing global challenges by inspiring and developing globally responsible engineers. You can find out more at their website: www.ewb-uk.org.

One of Engineers Without Borders UK's main aims is to inspire the next generation of globally responsible engineers. Through our university society we help achieve this by running many events and projects throughout the academic year.

One [event/project] we are currently planning is the [name event/project]. The main aim of this [event/project] is [one sentence explaining the aim].

We would like to ask if you would be able to support us by [sponsoring our event/ describe role of support e.g. judge, mentor, guest speaker etc.]

Your support will [describe what impact the support will have].

If you are interested in providing this support, have any other ideas of how to help us or have any further questions please get in touch with [myself/ Committee Liaison/Chair] via [contact details].

Additionally please do not hesitate to find out more about our university society in particular at [Insert University Social Media/ Linked In/EWB Webpage]

Thank you once again for your time and best wishes,

[Print Name]

How to recognise the support you receive?

Recognising the support you have received is crucial to maintaining positive and lasting relationships. Any support they do provide should be celebrated and thanked appropriately. This could be done by sending a newsletter to highlight your achievements, or by hosting events to showcase how their support has impacted student members. If you have major news which you want to not only share with those who you already have a relationship with, but the industry at large, consider writing a press release.