



NAME
TERESA JORDAN

COMPANY
INTERVIEW EXCELLENCE

TITLE
OWNER AND FOUNDER

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PROFILE TERESA JORDAN



A native of County Carlow in Ireland, Teresa Jordan worked in the Health Service Executive (HSE), part of the public service, for over 30 years, rising to Management level within Community Services in Carlow.

In October 2010, during a period of restructuring within the Irish Health Service, Teresa was offered a voluntary redundancy package. Services were being centralised and many of her colleagues had already opted to leave. With a short application window, Teresa was faced with a decision that had to be made quickly. She couldn't help but think about setting up her own business as she had always wanted to work for herself. "It was now or never".

When she decided to leave paid employment and take a chance in the private sector as an entrepreneur, Teresa initially did not know what type of business she would set up and played around with a few different ideas. After completing a Management and Mentoring course run by Skillnets through Letterkenny Institute of Technology, Teresa attended a 10 Day "Start your own Business Bootcamp" organised by Carlow Enterprise Board. Out of these, Teresa decided to develop a business based on the experience and skills she had built up over many years and **Interview Excellence** was born. "I registered with the CRO (Company Registration Office) in March 2012 and leased into a 'Hot Desk' in Enterprise House in Carlow. Working from here was a great opportunity to mix with other start-ups. I began delivering interview skills training and C.V preparation to Transition year students and Job Seekers on FAS courses."

In May 2012, Teresa attended the "Senior Entrepreneurs: Start Your Own Business" workshop run by Senior Enterprise, in partnership with the County Enterprise Boards. She found the event very encouraging. "It was very positive and uplifting; a great platform to network with others of a similar age who were interested in setting up a business. I was truly inspired by Cathy Whitty – what a wonderful story."

Following the workshop, Senior Enterprise offered participants the opportunity to join a support group as part of the Senior

Enterprise Association. These groups met for facilitated sessions once a month. Teresa became part of the Portlaoise Group and found the support invaluable. "The follow-up sessions were of huge benefit. For me, it was better than one-one mentoring. The group was small and we learned from each other and from the facilitator. I could really see changes in my business from one meeting to the next. We all had to set objectives at each meeting. Being given 'Homework' gave me great confidence and the push I needed."

From there, Interview Excellence took off. The business expanded to include more client groups for training sessions. Through networking in Enterprise House, Teresa secured a contract with the College of Progressive Education to provide training to students on the Momentum Programme in several locations. Since then, Teresa has been working with eight different training companies all across Ireland including CPL and Irish Health Care Training. She has trained various age groups in Career Planning, Supervisory Skills and Customer Service to name but a few.

Teresa has found working with job seekers very rewarding. "In the beginning many trainees were sceptical about their ability to succeed. The majority are transformed by the end. I feel satisfied that I have been able to build their confidence, the same as Senior Enterprise has done for me." Teresa feels her experience with Senior Enterprise has helped her inspire the trainees. "When my trainees express the view that they are 'too old' to get a job or change their career, I tell them how I changed my career in my 50's and there is no reason they can't too."

Teresa believes that she would not have had the confidence or self-belief to establish her business without the support of Senior Enterprise. "The Senior Enterprise Team should be so proud of what they have achieved with Senior Entrepreneurs. It has certainly inspired me and I hope I can pass that inspiration on to others." Teresa advises others thinking of setting up a business to "Look for help. The supports are out there. Just go for it – you won't regret it! A whole new world has opened up for me."

➤ STARTING & PARTNERING

➤ INVESTING & ACQUIRING

➤ ADVISING & INNOVATING

