



## Career Value of

# BILINGUALISM



## Overall Value

- Higher pay & promotion opportunities
- More competitive & in-demand candidate
- Stronger connections with clients & teams
- Ability to work with diverse communities

## What employers say about bilingualism

- Be specific on your resume (speak? write? both?)
- Know your level and your limits
- Be ready to demonstrate it in interview if needed
- Explain how it adds value to the job

## Resume Sections

1. Skills: list your proficiency level. i.e: Conversational French or Basic Mandarin
2. Objective: add your language proficiency. i.e: Bilingual English/Arabic journalism student
3. Experience: Show how you used the skill. i.e. Assisted English and Spanish-speaking clients...

## Interview

1. Show transferable skills: cultural awareness, adaptability, strong communication skills, etc.
2. Research the company to know how to connect your bilingual skills to the job - sell your skills!
3. Bring up your skills when talking about your strengths, explain why it's relevant, use it to answer behavioral interview questions like "Describe a challenge".

## Elevator Pitch

Add your skills when introducing yourself. i.e. Hi, my name is \_\_\_\_ and I am a bilingual (language)/English student studying \_\_\_\_ with a minor/concentration in \_\_\_\_.

## Salary Negotiation

1. Research the salary offered (salary.com, glassdoor.com)
2. If language skills is listed as "required" it should be part of your salary. If it's "desired" then negotiate
3. Research the company to consider how your bilingual skills will help them
4. Tell the company how your language skills are a valuable asset i.e. I can improve customer satisfaction in bilingual settings, I can expand outreach to (specific market), I can communicate with the manufacturers since our products are from (country), etc.

## Salary Negotiation Sample Email

Thank you for the offer and for the opportunity to join [Company Name]. I'm very excited about the role and joining the team.

Based on my experience and the additional value I can bring as a bilingual [your languages] speaker particularly in {supporting and expanding relationships with [relevant customer group]}—I was hoping we could explore a salary in the range of [\$X-\$Y]. I believe this better reflects the impact I can have in the role. I'm looking forward to working together and hope we can find a number that works for both sides.

## How to Expand Bilingualism in College

1. Join Clubs (Spanish club, Spanish debate team, cultural orgs)
2. Minor in a language: Spanish, French, German, Japanese, Italian, Chinese
3. Take courses: Translation, Medical Spanish, History of Language, Language in Film, etc.
4. Practice speaking with a language tutor on campus