



UltimateSkills is a market leading international human capital provider with global sourcing capabilities and with a presence in capital cities across Australia and the Philippines. Our primary aim is to help companies overcome skills shortages by relocating international candidates to shortage areas (such as Australia and Canada).

We specialise in connecting qualified and experienced staff from overseas with your organisation to help your company overcome the skills shortage issue.



## Filipino Pride: The Success Story of an OFW in Australia

How far can a father's love for his children go? For 28-year-old Dennis dela Cruz, he has found the answer 2,800 miles away from his Philippine homeland -- in Australia, where he now works and lives with his family. His life's story reveals that being catapulted to a foreign land to work as an OFW is a mishmash of hard toil, profound motivation, and partly, luck – in finding the right people who assisted him in his job.

Raised in Taguig, Dennis is the eldest son in a brood of six. His poverty-stricken family could only then afford to enrol him to a Technical-Vocational school where he took up Automotive Technology. Upon finishing the course, he worked as Field Service Mechanic in a motor company and received a minimum pay of Php 6000 or \$142 per month.

At the age of 21, Dennis took a major turn in his life, and decided to start building a family. He revelled in happiness at the sight of his wife and children who excitedly wait for him at home after a day of tedious work. But most often, amidst all optimism, frustration would creep through him for not being able to bring pasalubong (gift) for his kids or buy some of the family's basic needs. It had been an arduous stride for Dennis as he worked to make both ends meet while his bills soared and his debts piled up. The fiercest challenge shook him in 2005 when his eldest son was diagnosed with a congenital heart disease and an amount of half a million pesos was needed for a medical operation. Without the means to raise the money, Dennis was devastated to see his son die two years later. This incident has ignited his determination to strive harder in improving his family's living condition.

"When my eldest child died, I suddenly realized that if I don't work harder, I will always be powerless to save my family should a similar incident (God forbid) happens someday. I never want the same fate to happen to my other children so I persevered," Dennis said in an interview.



Dennis (2nd from left) together with other Filipino candidates working with Coates Hire through UltimateSkills.

UltimateSkills Philippines, a POEA-licensed recruitment agency with global sourcing capabilities, recruited Dennis in December 2007 to work in Australia's largest equipment rental solutions company – Coates Hire. Dennis underwent screening in UltimateSkills, including the completion of an IELTS examination. He sometimes felt discouraged especially when other applicants would flaunt their work experiences abroad. But Dennis's vision for his family was enough to flicker his hope and keep him going. His determination gradually paid off when Coates Hire offered him an employment in Belmont, Western Australia as a Diesel Mechanic on Plant Hire equipment. It was in June 2008 and his starting pay was \$49,183 per year or more than Php170,000 monthly. UltimateSkills was with Dennis and other candidates all along, especially in securing their passport and visa, health insurance, tax file numbers and bank accounts.

"I am very thankful to Coates Hire. They have been very supportive to us not just in providing skills enhancement trainings, but also in nurturing us emotionally, and in extending their time as our friends during distressing moments," Dennis uttered.

In March 2012, Coates Hire agreed to sponsor Dennis and his family for Permanent Residency. With the help of UltimateSkills, his application was approved thus making Dennis and his family eligible to government-paid medical care and to the highest quality of public education for his kids.

The biggest break for Dennis came in June 2012 when Coates Hire promoted him as Workshop Supervisor due to his commitment, hard work and commendable leadership in the team. He now manages two sections with 12 Filipinos and four Australian workers, and is still expected to add manpower in the coming months. He earns twice his previous salary rate and with this, he was able to buy a four-bedroom home and a land package. Dennis is confident that with all the blessings flooding his way and with Coates Hire as his employer, he is now more capable of protecting his children.

When asked about his advice to Filipinos aspiring to work in Australia, Dennis said, "You don't need to be very intelligent in fulfilling your dreams. Hard work and determination are essential. And once you've reached the top, make sure to share what you have. Learn how to give back."

He also emphasized the significance of finding the right people and agency which have the capability and mechanisms that bolster dreams into fruition. "I really encourage my kababayan to choose the right people who can help them reach their dreams. The services of UltimateSkills and the employment opportunity offered by Coates Hire are beyond compare. I hope that Filipinos aspiring to work in Australia would make a wise choice because if they do, I am certain they will achieve the beautiful life they wish for."

Australia is a perfect work destination for Filipinos like Dennis. Under its immigration law, international workers receive equal and fair treatment; hence, Filipinos earn the same wage as an Australian worker which will be more than \$51,400 per year. Currently, the Australian mining industry is experiencing a critical skills shortage yet the demand for skilled workers continues to soar higher. Top companies like Coates Hire often rely on UltimateSkills to find international workers from the Philippines to fill positions.

In its five years of operation, UltimateSkills has sent more than 2,000 Filipinos to Australia with its state-of-the-art recruitment processes and solid partnership with leading international service providers like Coates Hire. UltimateSkills' services are wide ranging, including the provision of registered migration services to deployed Filipino candidates who wish to apply for permanent residency in Australia.

Coates Hire has forged a five-year partnership with UltimateSkills and in the process, more than 150 Filipinos have been recruited to work in their operations across Australia since 2007. Coates Hire has a comprehensive induction program to ensure that Filipinos understand their deliverables and are fully oriented on the company operations. UltimateSkills Global President, Susan Cayago, said, "Coates Hire should definitely be an employer of choice for any Filipino. They truly care for their workers and successfully induct and orient Filipinos thoroughly, giving the OFW time to adjust to their new workplace and home. Filipino's are given opportunities and well respected in the workshop. Coates Hire is one of the best employers in Australia and Filipinos should grab the chance to work with them."



Dennis with his family in Australia.

In the course of time, UltimateSkills' and Coates Hire's relationship has grown stronger. For this year, Coates Hire is scheduled to have two recruitment trips to the Philippines come October and December. Any Filipino who aspires to be selected to work with Coates Hire should directly register to UltimateSkills for English proficiency and skills assessment. Early registration is advised.

UltimateSkills accepts walk-in applicants from Monday to Friday, 9 AM to 7 PM and on Saturdays by appointment. For more information, visit our website at [www.ultimateskills.com](http://www.ultimateskills.com) or call us on +63 2 899 3241/44.

Grab this chance! You too, can become a champion for your family, just like how Dennis continues to be.

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