

International Student Job Search

Workshop 3: Networking

Quick Introduction



Coaching Experience

Founder & Principal at Careerly -> coach at Georgetown MSB, SFS, College; Johns Hopkins, UVA Darden, CUA



International Experience

Swiss + Sri Lankan national, several U.S. visa status: F-1, H1-B, G-4, E-2



Industry Experience

World Bank, World Resources Institute, Merrill Lynch, Citigroup, Lehman Brothers, AMR Research, Gartner



Education

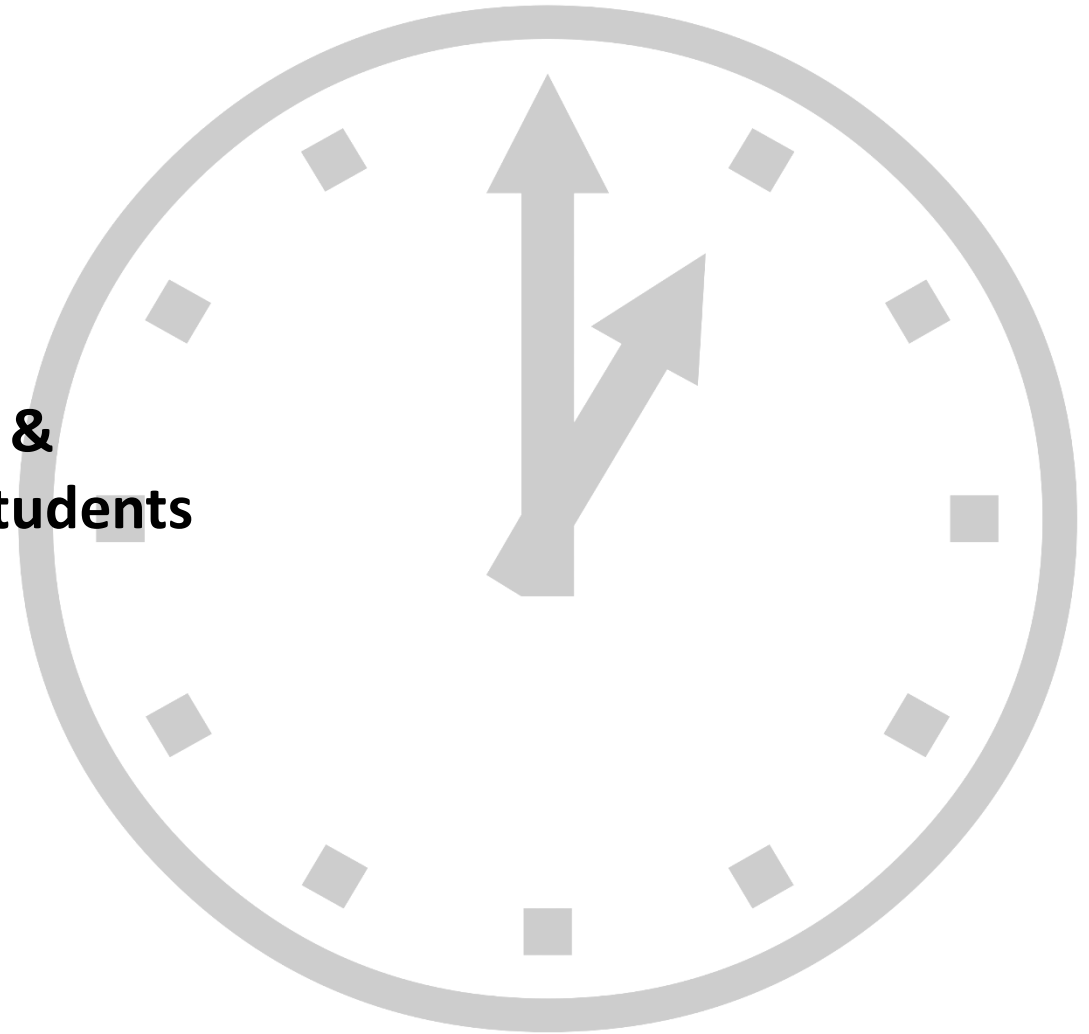
MBA, University of Pennsylvania (Wharton), 2004
London School of Economics, B.Sc. and L.LM, 1996



Ms. Hira Fernando

Agenda for Today

- 1. Context: Sessions, 1, 2, and 3**
- 2. International students: what to highlight**
- 3. In-person networking: different scenarios & networking opportunities for international students**
- 4. “Tell Me About Yourself” overview**
- 5. TMAY in different contexts**

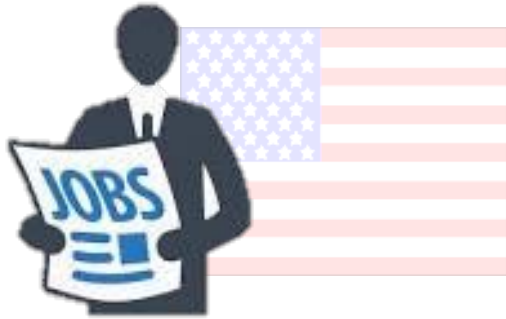


What's the Big Deal About Networking?



80% of jobs in
the U.S. are landed
through networking.

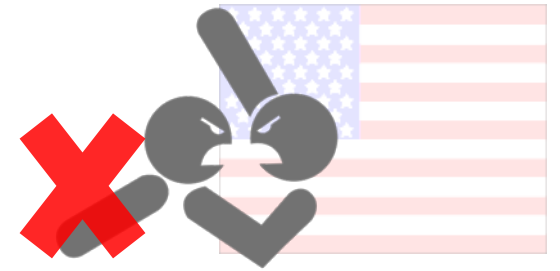
Networking in the American Context



It is an essential part of finding a job in the US



“Selling Yourself” is considered a good thing



It's not about being aggressive or “salesy”

Networking is about being able to articulate your value in a way that helps the other person

Int'l Students: What to Highlight

- Because you require sponsorship you have to be TWICE as competitive as those who don't. You can play your best hand with the cards you have
- Highlight your key skills and competencies: if they are technical (very valuable!) – be specific -> *what can you do better than others?*
- Highlight global mindset: languages, international experience, working and living in different countries, ability to work cross-culturally
- Don't highlight international status but if the employer/contact asks clarify process of hiring international students
- Work with your coaches! Ensure that you deliver a crisp, clear message. Keep it **short** but on **target**. We will talk about the TMAY shortly..

Think of all opportunities & Avenues

- Fall (and spring) OCR is important
 - Main way for firms to recruit at JHU from a known pool
 - Schools typically have strong relationships with major firms
 - Access to employers through alumni events, panels etc
- But think beyond; look at ALL the opportunities available to students:
 - Many major companies DO recruit but not on campus
 - Many companies that DON'T do any formal recruiting still seek good undergraduate talent
 - Small businesses, start-ups, non-profits – high demand for technical / operational/ data/ analytics skills

Networking Opportunities

1 Coffee Chat/Informational Interview



2 Networking Event (Conference, Happy Hour)



3 On-campus Employer Presentation/Alumni Panel



4 Career Fair/Job Search Fair



Coffee Chats/Informational Interviews

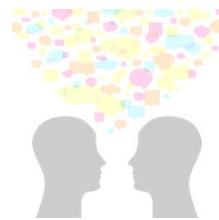
A **short conversation** between professionals with shared interests

While an Informational Interview is *not* a job interview, it does serve as an **informal way to get in front of hiring managers and decision makers.**



You Lead the Conversation

Remember:



Deliver an **Engaging** TMAY



Ask **Targeted** Questions

Networking Events

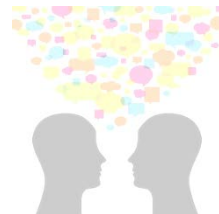
Events that have the **specific objective of connecting** people with a common interest

Networking events are a **good way for students to start building a network of professional contacts** in their career interest area.



It's **Give and Take**

Remember:



Deliver an **Engaging** TMAY



Ask **Open Ended** Questions

OCR: Employer Presentations/ Alumni Panels

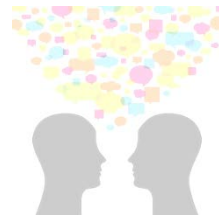
Part of JHU OCR efforts: allows you to **connect with specific employers and alumni**

Employer presentations and alumni panels give you an insider edge and should be **leveraged to setup informal interviews.**



Actively **Listen & Learn**

Remember:



Deliver an **Engaging** TMAY



Ask **Targeted** Questions

Career Fair/Job Search Fair

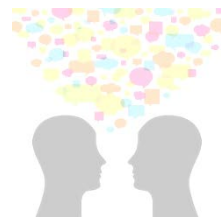
Are events in which employers and recruiters (and third parties) can **give information to many students**

This is the best way to meet a wide variety of employers **face-to-face and make an initial contact** with organizations of interest.



Know who is attending

Remember:



Deliver an **Engaging** TMAP



Ask **Targeted** Questions

“Tell Me About Yourself”



It is an **introductory question** at the beginning of a formal or informal conversation.



This question will be the “start” in almost any networking conversation/ scenario

The Importance of the TMAY

#1

It is the **single most common** question in a networking conversation.



Establishes the 1st
Impression



Sets the Tone



Allows You To
Position Yourself

TMAY Versions Overview

Two Versions



Seconds

Elevator Pitch

When?

Elevator, Bar,
Conference



Minutes

Your Story

When?

Informational Interview,
Any Formal Meeting

TMAY Version Breakdown



30
Seconds

- Top line introduction
- X years of experience in Y industry(s)
- What you want – why you are there



2
Minutes

- Top line introduction
- Briefly summarize X years of experience in Y industry(s)
- Focus on 3 areas of skill / competencies -> match to job
- End with “.. And this is why am so grateful for this opportunity to interview. I think it’s a good fit and I will be able to contribute to your team.”

30 Second TMAY Example


30
Seconds

Hi, I'm Daniel Wong - nice to meet you. I'm currently a student at JHU getting an advanced degree in Economics. Prior to this I worked at Deloitte for 2 years in their strategy division. I'm at this conference today to learn and meet new people.. Am fascinated by this industry.. hope to work fulltime in this area once I graduate.

2 Minute TMAY Example

2
Minutes

Hi, I'm Priya Sandeep. I'm currently a financial analyst with Citigroup and a recent MBA graduate from the McDonough School of Business. Before graduate school I worked in the finance industry for Bank of America for 7 years. I went straight into BofA after I received my undergraduate degree in International Finance from the University of Maryland. All this means I have strong finance skills, as well as a broader set of strong analytical and data skills. Clients have generally liked my creative approach, international experience, and the willingness to solve any problem. I'm really looking forward to our discussion today, and hoping I can bring my skills and finance industry experience to help advance the goals of your team.



We firmly believe that international students have unique attributes (languages, global mindset, cultural understanding) that are highly valued by not just U.S. employers but by employers all over the world who are truly committed to a bright & talented 21stC work force.

International Students:
#YouGotThis!

careerly

You have to
learn the rules
of the game.
And then you
have to play
better than
anyone else.

-Albert
Einstein

Thank you.. and follow-up

- hiranyaf22@gmail.com
- hirafernando@careerly.co
- Our FB page: latest info (everything pertinent to U.S. job search) including changing immigration landscape, and especially H1-B process.



www.careerlynetworks.com
Register -> free content!