Career Management Center
Driving Your Career

Presented by Laurie Boockvar and Mark Horney ’97
Self-Assessment: Framing Questions

- Where are you?
- What are you wearing?
- What are you thinking about?
Self-Assessment: Personal Profile

- Interests
- Skills
- Values/Motivators
- Style
- Needs
From Self-Assessment to Job Search Strategy

100 JOBS EXERCISE    JOB TASKS EXERCISE

Self-Assessment Redux
Monday, September 12, 12:45-2:00pm, Uris 142
Action Plan

- Structure your search
- Create target list
- Identify contacts
## Structuring Your Search

<table>
<thead>
<tr>
<th>Action</th>
<th>Example</th>
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</thead>
<tbody>
<tr>
<td>Establish set “golden” times (non-negotiable) every week for Job Search Activities</td>
<td>Mon/Weds 7-9pm</td>
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<tr>
<td>Set dates for major goals</td>
<td>Conduct 15 informational interviews by December 1</td>
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<td>Create goals for each session</td>
<td>Identify 10 new contacts;</td>
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<td></td>
<td>Send 10 e-mail requests for informational interviews;</td>
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<td></td>
<td>Read 5 blogs/newsletters;</td>
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<td></td>
<td>Read 10K for “Company X”</td>
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<tr>
<td>Be accountable to others</td>
<td>Create shared Google doc Updates with Fellow/Advisor</td>
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</table>
## Creating Your Targets (Industry, Function, Company)

### Industry: Healthcare
*(Possible Functions: Strategy and Business Development)*

<table>
<thead>
<tr>
<th>Medical Devices &amp; Diagnostics</th>
<th>Biotechnology &amp; Pharma</th>
<th>Artificial Intelligence startups</th>
<th>Healthcare Services (Payers &amp; Providers)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Johnson &amp; Johnson</td>
<td>Pfizer</td>
<td>Pathway Genomics</td>
<td>NY Presbyterian Hospital</td>
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<tr>
<td>Becton &amp; Dickinson</td>
<td>Merck</td>
<td>Babylon Health</td>
<td>Aetna</td>
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<tr>
<td>Medtronic</td>
<td>Bristol Myers Squibb</td>
<td>AiCure</td>
<td>Humana</td>
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<td>Biomeme</td>
<td>Genentech</td>
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<td>Oscar</td>
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<tr>
<td>ReliefBand Technologies</td>
<td>Celgene</td>
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<td>Quartet</td>
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</table>
Case Study: Luke Tashie ‘15

THE BOSTON CONSULTING GROUP, Boston, MA
Consultant, 2016-Present

AMICI CAPITAL, New York, NY
Senior Analyst – TMT, 2015-2016

LUXOR CAPITAL / MSD / SUNRIVER / ARBITER, New York, NY / London, UK
Investment Analyst Intern, 2013-2015

CAPSTONE EQUITY PARTNERS, Charlotte, NC
Founder / CEO / Chairman, 2010-2013

POS NATION, Charlotte, NC
CEO / Director, 2009-2010

FARALLON CAPITAL, Charlotte, NC
Analyst / PM – TMT, 2005-2009

WACHOVIA SECURITIES / WELLS FARGO SECURITIES, Charlotte, NC
Investment Banking Analyst, 2003-2005
Case Study: Ntiedo Etuk ‘02
Analyst → CEO

Founder & CEO
YourGuru
September 2013 – Present (2 years 11 months) | Greater New York City Area

Founder & Executive Chairman
DimensionU
September 2012 – Present (3 years 11 months)

Founder and CEO
DimensionU (Formerly Tabula Digita)
January 2003 – September 2012 (9 years 9 months) | New York, NY

Management Associate
Citi
August 2002 – April 2004 (1 year 9 months)

Summer Associate
McKinsey & Company
June 2001 – August 2001 (3 months)
Summer Associate with McKinsey & Company.

Policy Analyst
First USA
1997 – 2000 (3 years)
Networking Resources on COIN (http://coin.gsb.columbia.edu)
Career Groups: Logistics

- All first years have been assigned a Career Group (heterogeneous by cluster/career interest/background)
- 8 students per Group
- Each Group is led by a CMC Career Fellow
- Groups meet twice, every other week (rotating basis)
- Each meeting has a determined syllabus and objective
- Look out for calendar invites from the CMC with meeting day, time and location
Career Groups Will Answer Key Questions

? What should I be doing right now

? How do I best use CMC and school-wide resources

? Who do I see for what – and when

? Where can I find information on ____

? How do I know if I’m using my time well and doing the right things related to my job search
## The First Six Weeks

<table>
<thead>
<tr>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
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<tbody>
<tr>
<td>August 22</td>
<td>23</td>
<td>2</td>
<td>3</td>
<td>4</td>
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<tr>
<td><em>Orientation Week I</em></td>
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<td></td>
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<tr>
<td>August 29</td>
<td>30</td>
<td>31</td>
<td>2</td>
<td></td>
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<tr>
<td><em>Orientation Week II, Individual Career Advising Begins</em></td>
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<tr>
<td>Labor Day: No School</td>
<td>6</td>
<td>7</td>
<td>8</td>
<td>9</td>
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<tr>
<td><strong>Self-Assessment Redux</strong></td>
<td>13</td>
<td>14</td>
<td>15</td>
<td>16</td>
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<tr>
<td><strong>Building Business Relationships</strong></td>
<td>20</td>
<td>21</td>
<td>22</td>
<td>23</td>
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<tr>
<td><strong>“American Style” Networking</strong></td>
<td>27</td>
<td>28</td>
<td>29</td>
<td>30</td>
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<td>Company Presentations &amp; Networking Events</td>
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- Labor Day: No School
- Career Grou ps Meet
- Finance Forum
- Consulting Forum
- Resume Due @9am for Resume Database
Key Takeaways

• We are your Thought Partners

• Time management is key

• Have a framework that allows you to flex