Feld Center for Industry Alliances
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The Feld Center for Industry Alliances

- Initiates and stewards relationships with industry partners.
- Actively builds the Questrom brand among the companies our students care about.
- Cultivates boardroom to classroom connections through
  - in-class presentations
  - corporate treks
  - on-campus recruiting events
  - networking opportunities and more.
RECRUITING ON CAMPUS VS. RECRUITING FROM CAMPUS

On-campus industry engagement is important; The Feld Center hosts 250 events per year.

Many organizations that are highly interested in Questrom talent do not come to campus.

Instead, they use Handshake, Social Media and other ways to connect with students.
Connecting students to industry

Handshake
Employer Spotlights
Industry Trends

Functional Role Insights
Learning Communities
Internship & Job Postings

Meet & Greets
Mock Interviews

Individual Appointments

Off-Campus Employer Engagement
Campus Recruiting
Recruiter Panels

Expert-in-Residence
Career Fairs

Questrom Connect
Company Treks

Alumni Mentoring & Networking
On-Campus Interviews

Bites & Insights Networking Lunches
ON-CAMPUS INDUSTRY ENGAGEMENT

The Feld Center hosts hundreds of on-campus industry engagement events each year for all student audiences, including MBAs, Specialty Masters, and Undergraduate students.
MEET AND GREETS

Allow students to:
• Have short, informal talks with employers
• Learn about the organization
• Hear about career pathways, hiring expectations, and application deadlines
EMPLOYER SPOTLIGHTS

The Feld Center hosts a variety of employer spotlights, from smaller lunchtime gatherings to large auditorium presentations.
EXECUTIVE-IN-RESIDENCE

- May occur 1:1 or in small groups
- More personalized opportunity to meet with employers
- Discuss current job and program openings
- Review resumes
- Explore opportunities
NETWORKING EVENTS

• With Alumni and other industry professionals
• Hiring-related or educational
• Career advice – industry, company, functional area, role
• Large, “speed networking” events to smaller, more intimate programs
• Bites & Insights casual networking lunches
COMPANY TREKS

The Feld Center works with student clubs and industry partners to organize and execute company site visits that focus on education, recruiting, or both!
Whether interviews are conducted virtually, on-campus, or at an organization’s local office, we work with students to create positive interview experiences.
ALUMNI COLLABORATIONS

PARTNERING WITH TERRIERS TO RECRUIT ON BEHALF OF THEIR ORGANIZATIONS

Career Fair

MBA Alumni Networking Night
STUDENT CLUB SUPPORT

- Source speakers and panelists
- Act as a liaison for corporate support
- Partner on events
- Volunteer at student-run conferences and treks
INDUSTRY RELATIONS MANAGEMENT TEAM

Lucy van Beever
Director of Employer Engagement
Industry Relations Manager for Social Impact and Energy & Sustainability

Joseph Saunders
Industry Relations Manager for Financial Services, Accounting, and Real Estate

Kathleen Ponte
Industry Relations Manager for Technology, Start-ups, and CPG/Retail

Subhadra England
Industry Relations Manager for the Health Sector and Insurance

Daniel Spiess
Industry Relations Manager for Management and Digital Consulting

We create and steward relationships with employers and work to align Questrom’s outstanding talent with hiring needs.
COACHING
STUDENTS
Empowering students on their internship or job search through:
• Industry and employer insights
• Personalized company/role/functional area advice
• Identification/expansion of a student’s target organizations
• Brainstorming networking strategies
• Customized career support
• Introductions to alumni
Partner with IRMs, employers, the MBA Center, Specialty Master’s & Ph.D. Center, the UDC, Admissions, DAR, other BU career offices, staff, faculty and students.

Works hard behind the scenes to maximize the wonderful on and off campus connections Questrom students make with the workplace!

Provides superior customer service to all who engage with the Feld Center.

Manages multiple platforms to enhance community engagement between students, alumni and employers.

Collects, analyzes, promotes, and reports relevant data and statistics for external and internal consumption (Hiring Outcomes).