

FELD FIVE FOR... Building Experience



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You are demonstrating

- ❑ Companies want to see “...a demonstrated interest in X industry” or a demonstrated ability to do something.
 - ❑ More than “I’m passionate about...”
 - ❑ Experience is the proof.
- ❑ Experience is also the story of your career – you need to show growth and a trajectory.
 - ❑ You must be able to explain anomalies.
 - ❑ Experience will go into your resume and talking points for networking opportunities.
 - ❑ Consider transferable skills for indirect items.



#5 What's your function?

- AKA what have you done?
- When it comes to your resume, you list your jobs and experiences chronologically backwards (i.e. from most to least recent).
- Think of everything categorically:
 - Research Experience
 - Project Experience
 - Analytical Experience
 - Management & Leadership Experience



#4 Jobs, Internships and externships

- ❑ The easiest and most obvious way to gain experience is through jobs, internships, and externships.
 - ❑ Internship-to-permanent: Typically paid and involves project work.
 - ❑ Externship: Usually unpaid and observational, but can provide great experience and networking opportunities.
- ❑ In addition to positions that you think are directly related to your career goals, look at adjacent industries and functions.
 - ❑ Look at career trajectories of current employees.



#3 Project-based/Temp/Gig

- ❑ Because of the current situation, many internships have been cancelled and there are many companies that can't hire full-time, but...
- ❑ Increased popularity in temporary jobs, projects, and gigs.
 - ❑ Most popular in the areas of accounting, education, health, and finance.
- ❑ Where to find these jobs?
 - ❑ Websites (i.e. Gigster, Catalant, and Parker Dewey).
 - ❑ Temp/staffing agencies (i.e. RobertHalf and Brooksource).
 - ❑ Many are specialized now and focus on certain industries/ functions.



#3.5 Certifications, Projects

- ❑ Work on getting credentials.
 - ❑ I.e. Google certifications
- ❑ Develop relevant personal projects.
 - ❑ I.e. Research in housing markets or investment trends
 - ❑ This can show initiative and skill-building!
- ❑ Participate in academic projects.



#2 Volunteer

- Nonprofits
- Tutoring/Mentoring
- Event organizing
- Club work
- Sports and team participation
- Community work



#1 Create your own opportunities

- ❑ Identify needs in the industry or community through your network.
- ❑ Propose a project.
 - ❑ Helpful tip: Use a proposal template
- ❑ Propose a research project to a professor or to an organization looking for new data.
- ❑ Consider starting your own business/ venture.
 - ❑ The BUild Lab is a great incubator space.



Coming up...

- ❑ Questromfeld.bu.edu
- ❑ Wednesdays at 12pm (EST)
 - ❑ July 1 – Questrom resources that you can use right now
 - ❑ July 13-17: Consulting Summer Camp

