



RICE | BUSINESS REAL ESTATE

Real Estate is highly attractive for those who are entrepreneurial in nature and enjoy a relationship-based business role.
Partner with the Career Development Office to understand how to recruit for Real Estate.

<https://bit.ly/2sPOKKT>

FIRST YEAR TIMELINE

AUGUST

- Research areas of Real Estate that interest you
- Read the relevant Vault Guides
- Join the Real Estate Club
- Attend the CDO Career Conference
- Determine fit with the role, lifestyle, hierarchy, etc.
- Start outlining your value proposition

SEPTEMBER

- Refine company research and gain industry knowledge
- Refine resume and pitch - develop coffee/phone chat targets to begin networking
- Engage heavily with the Real Estate Club and be an active member
- Join a professional Real Estate organization outside of Rice for networking and mentorship - attend events around Houston to gain knowledge and connections

OCTOBER

- Begin networking for opportunities outside of On-Campus Recruiting
- Talk with second years to learn and avoid mistakes
- Build behavioral interview skills by scheduling a mock interview with a CDO advisor or use Big Interview

NOVEMBER

- Networking continues - these relationships can be crucial to your success
- Narrow down your target list and begin researching their internship recruitment process
- Participate in Alumni Mock Interviews

DECEMBER

- Continue to network and apply to opportunities - Real Estate is all about networking
- Take some time and recharge over the holiday

SPRING SEMESTER

- Continue to network, apply and interview - Real Estate recruiting is not structured, so don't be surprised if you are still applying and interviewing in May
- Interview well and send thank you notes
- Report all offers to CDO and update OWL-Careers
- Didn't get your #1? Refocus on other opportunities and build skills and experiences that add value. Use the summer to prepare for second year recruiting

SECOND YEAR TIMELINE

SUMMER

- Research companies and continue to build skills
- If at your target internship, have a discussion with your manager about your performance and possibly converting your internship into a full time offer
- Learn transferable skills to be competitive for fall
- Continue with networking and interview preparation

AUGUST

- If you have an offer, report it in OWL-Careers and decide if you want to accept or continue recruiting
- Talk to your advisor about your fall recruiting strategy
- Recognize that the recruiting schedule for full time roles will still be unstructured - many groups hire well into the spring and summer

SEPTEMBER ON

- Continue to network and apply for available opportunities outside of On-Campus Recruiting
- Interview with companies
- Talk with an advisor if you need help weighing offers or need to ask for a deadline extension
- Report all of your offers in OWL-Careers

CONSIDERATIONS

Unstructured Recruiting

This industry does not have a structured recruiting cycle. Real Estate companies typically do not recruit through traditional On-Campus Recruiting activities and it's rare to see a job posting, though it does happen from time to time. You will need to rely on your networking skills and ability to foster relationships to find entry points into this industry. Those in this field may be able to enjoy work/life balance and high earning potential, but entry level positions may not initially pay as well as in other MBA-level roles.

Strategy to Break In

Engage heavily with the Real Estate Club, your professors, and the alumni network. You will need to be able to develop these relationships and articulate your fit into the industry/role. The Real Estate Club will hold networking events and day treks to Real Estate groups. These opportunities are an easy way to start building in roads. Start doing your research and work hard in the Real Estate classes. Professors can also serve as networking facilitators if you reach out and ask. Be resilient and patient. These relationships take time to build.