



RICE | BUSINESS

Technology

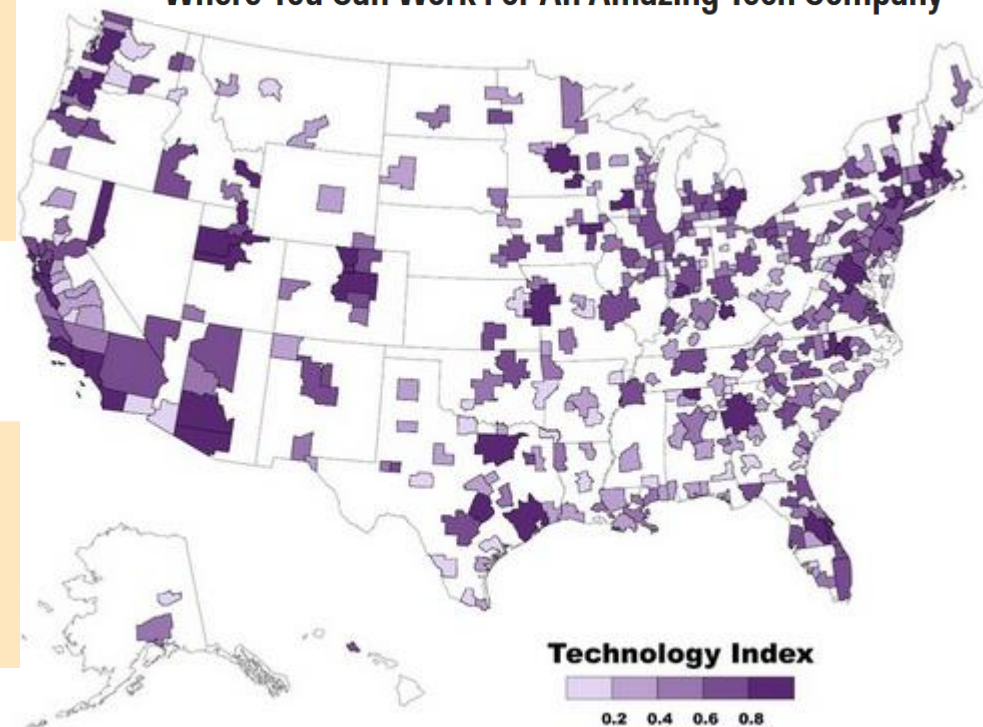
Guide and Timeline

Technology is an exciting industry that is fast paced and dynamic. Many companies enjoy a flatter structure and a casual atmosphere. Those pursuing technology should be excited about innovation and comfortable working in ambiguity as many initiatives may change quickly to adjust to an ever changing market.

What if I don't have a tech background?

While it may be helpful to have some experience with tech, it is possible to transition. Make a concerted effort to learn the lingo and industry so you can clearly articulate the role you want to pursue (and why) and the value you bring.

This Map Proves That Silicon Valley Isn't The Only Spot Where You Can Work For An Amazing Tech Company



Common Roles and Functions*

*The nature of tech and startups is such that roles may be called the same thing but function differently so you will have to do your research!

Product Manager



- Leads a product area or team within company
- Often described as a “mini-CEO”
- Work alongside cross-functional teams
- Gather market requirements
- Plan the product direction
- Monitor development progress
- Drive revenue models
- Decide on investment priorities

Operations Manager



- In charge of supply chain or materials sourcing
- Works directly with manufacturing or suppliers
- Management of materials
- Workforce planning and leadership
- Control of operational processes
- Development of plant structure
- Planning of facility locations

Marketing Manager



- Leads messaging, campaigns, promotions and events
- Can be product specific or diverse portfolio
- Works with many different teams to establish competitive positioning/messaging
- Analyze and determine correct pricing
- Direct strategy for product launches
- Develop pre-sales support collateral
- Work on product training

Project Manager



- Focuses on an individual project within a company
- Can work closely with PM and PMM roles
- Plan a specific project
- Schedule and manage resources
- Estimate and execute
- Risk management analysis
- Conflict resolution among teams

Financial Analyst



- Perform financial forecasting and analysis
- Typically supports a functional or business unit
- Role and responsibilities will be close to a traditional finance role in other industries

Other Roles



- Corporate Strategy
- Business Intelligence Analyst
- Market Intelligence Analyst
- IT Manager
- Leadership Development or Rotational Programs
- Client Relationship Manager
- Sales or Business Development
- Human Resources


Know Yourself and Build Your Story

Once you have narrowed down the role(s), do an honest assessment of your skill set and knowledge. What can you actively do to become more competitive? If you are a career changer, you will need to build a strong story and be able to answer "why tech?" and "why this role?" as you network. You need more than just interest in the industry. Showing passion and demonstrating accomplishments for this new interest will be key.

Recruiting Timeline


First Year


August

 Research area(s) of technology that interest you

 Join the Technology Club


 Attend the CDO Career Conference


 Self-reflect. Is the role, lifestyle, work hierarchy, etc. a fit?


 Start thinking about the value you bring to the role

September

 Read Vault Guides


 Apply to attend CDO Technology Trek to the Bay Area

 Refine company research and develop targets for coffee chats

 Participate in Alumni Mock Interviews Sept. 15


 Attend Lewis Lin's workshop

October


 Start networking and reaching out to contacts and alums


 Mock interview with a CDO advisor to build behavioral interview skills


 CDO Technology Trek to the Bay Area

 Talk with 2nd years - learn from them and avoid mistakes


November


 Conduct coffee/phone chats - these can be crucial to your success

 Recruiting starts to pick up - attend virtual info sessions if applicable


 Continue practicing behavioral interviews with CDO advisors, alums, trusted 2nd years, and mentors

December


 Continue to network and apply to opportunities

 Take some time and recharge over the holiday

January & Beyond

 Interview well and follow up with thank you emails - await a decision

 Startups often recruit through the spring (on their own schedule!)

 Report any and all offers to your advisor and in OWL-Stats

Do your research! These are just general guidelines but some companies may not adhere to these! Recruiting can happen year-round.



Pitch Perfect

- Come up with a concise and engaging intro - useful when networking (under 2 minutes).
- Share past career highlights and transferable skills.
- State what you want to move into and why it makes sense.
- See your CDO advisor and talk with 2nd years to refine.
- Develop. Practice. Refine. Practice again.



Coffee Chats

- Talk with 2nd years before reaching out to alumni.
- Reach out after you learn the basics.
- Reach out to one company employee at a time - don't email blast all alums.
- Expect phone chats (evening) during the weekday. Defer to their preference.



Companies Engaged With Rice Business

amazon.com[®]

Google

Big Four



Microsoft



Adobe



Aerohive[™]
NETWORKS



AMD

AT&T

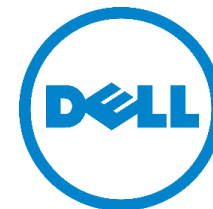
belkin[™]

ChaiOne

CISCO[™]

CITRIX[®]

Cognizant



Expedia[®]

FACTSET

gofundme



Hewlett Packard
Enterprise



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storage

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