Welcome back

The Clarion again trumpets faculty impact on internship and career efforts and consequent successes. Readers learn of an economics professor who inspires students to gain focus and seek opportunities in highly selective fields early and persistently. A student who transformed advice into actions and the words “internships are imperative” into a post-commencement offer is profiled. And, some of our many off-campus interview offerings are highlighted. By prose of profiles and data of charts your Clarion calls attention to the fact that when Meliora-driven candidates go “résumé to résumé” with consortium cohorts, they generate more interviews!

Students will soon meet and interview with employers via annual Career and Internship Connections in New York, Boston, Washington, D.C., and Los Angeles. Learn about these offerings and spread the word. No matter the major or academic focus, undergraduate and graduate students encouraged by faculty, alumni, and others transform “field, function, and firm” focused goals into actions and desired outcomes. Role models, mentors, and advocates who read this monthly publication can empower their educational progeny.

Continue to ask us questions, and, most important, share how you and your department colleagues impact our personifications of Meliora. Email queries or anecdotes via burton.nadler@rochester.edu.
—Burton Nadler, Director

‘The job market is bigger than you would ever imagine’

Most of Michael Rizzo’s students know he worked on Wall Street before joining academia, and many come to him for inside tips on landing that first job in finance.

Rizzo, a lecturer in economics, is happy to share his experience but cautions that today’s path to success requires an earlier start, creativity, and personal connections.

“Freshman year is the time to start thinking about it,” he says.

Rizzo considers helping his students find job and internship opportunities an important part of his job and counsels students to meet with Career and Internship Center counselors early.

Rizzo says he feels a responsibility to help students connect with potential employers.

“They are all bright kids with great records doing all kinds of great things to make their résumés stand out. An employer looking for a good candidate is looking for a good human being,” he says, “And you’re not going to get that from a résumé.”

Rizzo also advises students to clearly identify options. “What skills are you interested in using?” he asks. “The job market is bigger than you would ever imagine.”

For example, he urges students interested in finance to consider looking beyond traditional Wall Street banking houses for experience.

“There are representatives from several agencies around the table when you are making the big deal,” he says.

“Finally, I encourage students to understand that there is not a fixed number of jobs out there and even to create jobs for themselves and others,” Rizzo says. Whether through original entrepreneurial ventures or by demonstrating unique attributes for existing companies, he says, “You can persuade people they need you, even if there is no formal job posted.”

“Before you know it, you are using your skills in ways you never imagined,” he says.

“I tell my students, ‘Just by being here you are a cut above.’

“If you get in a room with somebody and show that you are an energetic and interesting person with perspective, firms will find you very desirable,” he says.

Economics student Ellie Grabski presents the Professor of the Year award to Michael Rizzo last year.

Did you know...

January’s “Career and Internship Connections” will host 300 employers in New York, Boston, Washington, D.C., and Los Angeles.

Boston College, Brandeis, Cornell, Johns Hopkins, Notre Dame, Washington University, and 14 other schools compose the CIC consortium.

University of Rochester students are selected annually for more than 20 percent of all CIC interviews—by far the largest percentage.

Registration is now open via www.rochester.edu/careercenter/cicstudents/ The Student Password is cic2012.
Joe Eckert ’12: ‘Networking is most important’

After turning a series of successful summer internships into a job offer at J.P. Morgan, student offers words of wisdom to his peers

“Networking gets your name out there,” says financial economics major Joe Eckert. “And recognition means recruiters will be more likely to give you an interview.”

Seminars like “Basic Networking Tools and Techniques” and “Advanced Networking Approaches for Linked-In and other Web-based Tools,” taught monthly in the Career Center, can teach students how to use tools such as the Rochester Career Advisory Network to find professionals in their fields of interest, and how to feel more comfortable approaching them.

Eckert says he might have spent a little too much time as an undergraduate worrying about which specific classes to take. “While they do look at your classes and your GPA, they really want to see that you are driven. It’s more interpersonal.”

He advises freshman to get involved in things that seem interesting to them. “Don’t do what you feel you should do, do what you want to do. If you do something you are passionate about and really like, that passion will show in an interview.”

Eckert says he started working with Career and Internship Center Counselor Emily Carpenter when he was a freshman. “She is amazing,” he says. They worked together to get his résumé started and on interviewing techniques, and she helped him land an unpaid internship at a broker-dealer in Pittsford, N.Y., that year.

He followed that with an internship at a small fixed-income research company in Connecticut the summer after his sophomore year. There he made contacts that helped lead to his interview for the J.P. Morgan Treasury and Securities Services Summer Analyst Program at the New York Recruitment Program this January.

“That summer internship was awesome,” Eckert said. “I learned a lot and met a lot of people.” He was offered a full-time position on the last day of his internship, and he accepted right away.

Eckert plans to spend the summer in Europe after graduation, and then he’s off to work. He is excited about the next chapter and said, “I have wanted to move to New York City since I was a kid.”

Can They Cite “Field, Function, and Firm” Goals?

Goal expression is crucial to internship and job search:
• Fields: What academic and career fields interest you?
• Functions: What can you do in fields of interest?
• Firms: What are some companies you can work or intern for?

We can help students explore, articulate and attain their goals. Efforts often start online via www.rochester.edu/careercenter/students/gettingstarted/ major and continue with individual counseling.

Six Sessions per Week!

One-hour seminars are offered Tuesdays, Wednesdays and Thursdays in the Career and Internship Center. Titles and topics include “Connecting Majors, Potential Majors, and Academic Curiosities to Careers,” and “Basic Networking Techniques and Tools.” Schedules and more information are available via www.rochester.edu/careercenter/students/programs/seminars.