CAREER CONSIDERATIONS FOR INTERNATIONAL STUDENTS

MBA, LGO MSMS & MFIN
September 28, 2023
Rose Keating, CDO
CDO TEAM MEMBERS JOINING US TONIGHT

Georgette Arato
MBA Career Advisor

Lindsey Nicholson
MBA Career Advisor

Maggie Luo
MFin Career Advisor
01 Networking
02 Finding Opportunities
03 Work Authorization
A STORY ABOUT NETWORKING

Gary Bergman
Senior Consultant, Career Management, BU

Carla Akalarian
Director Career Services at Simmons

James Morrison
Director of Career Services, HULT

Jane Russell
Career Services Manager, HULT

Job at Hult!
Karen Phillips, Assoc. Dean at Hult

Christie Reynolds, MIT

Director of Career Management, BU
A STORY ABOUT NETWORKING CONT.

Rose Keating
Director, Career Development, MBA & Specialty Masters

Rose Keating serves as Director of Career Development, leading the teams supporting the MBA, MFin, Mban and MSMS programs. She is also an MFin Career Advisor. Rose is also the CDO liaison to the Entrepreneurship Club and Taiwanese Club.
WHAT IS NETWORKING?

As defined by Professor Ahimez:

“Networking is making links from people we know to people they know, in an organized way, for specific purpose, while remaining committed to doing our part, expecting nothing in return.”
ELEMENTS OF NETWORKING

1. Outreach
   - Takes time and effort
   - Begin with classmates & 2nd Years
   - A little customization goes a long way

2. Connection
   - Practice telling your story
   - Take time to research people before you meet them
   - Show an interest in others’ paths

3. Engagement
   - Follow up and develop relationships over time, ask for referrals to others you should talk to in the field
   - Build relationships before a job is ever posted
WAYS TO CONNECT

Find common ground

• Education (e.g. same undergraduate school or major)
• Professional experience
• Common upbringing, culture, language

Learn the art of small talk

• Weather, current news, travel
• Politics, religion, bad press and controversial topics should be avoided

Identify your unique skills and capabilities

• Skills such as modeling, negotiation, presentation, user-interface design
• Experiences such as launching a product or service, being part of a deal team, lean manufacturing that align with an industry pain point
• Domain knowledge of certain sectors

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NETWORKING OPPORTUNITIES

Recruiting Events
- Company Presentations
- Office Hours
- Career Fairs

Industry Events
- Club events
- Treks
- Conferences

Reaching Out
- Email
- Phone
- LinkedIn

Informational Interviews
- MIT Community (2Y MBAs, etc.)
- Alumni
- Company Contacts
USING YOUR STRENGTHS TO NETWORK

**Executing**
- Achiever
- Arranger
- Belief
- Consistency
- Deliberative
- Discipline
- Focus
- Responsibility
- Restorative

**Influencing**
- Activator
- Command
- Communication
- Competition
- Maximizer
- Self-Assurance
- Significance
- Woo

**Relationship Building**
- Adaptability
- Developer
- Connectedness
- Empathy
- Harmony
- Includer
- Individualization
- Positivity
- Relator

**Strategic Thinking**
- Analytical
- Context
- Futuristic
- Ideation
- Input
- Intellection
- Learner
- Strategic


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SUCCESSFUL STUDENT STORIES

- Student visits a data analytics startup as a part of a trek
- Stays in touch with contacts
- Startup participates in Career Fair
- Meets with the company reps
- Interviews after the Career Fair

- Student follows Tough Mudder on Facebook
- Finds a connection to senior leadership
- Proactively reaches out to the company with a strong pitch

- Student follows up with a thank you note to senior executive
- Gets connected to the recruiting team
- Student does not get offer, but is introduced to other firms in real estate finance

- CEO of Avon addresses students at a SWIM Conference
- Student connects with the CEO after the session
- Gets the opportunity to interview

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Video: http://vimeo.com/mitsloan/review/102945351/a87b8071da
JOB SEARCH STRATEGIES

Distinct Advantage

• Knowledge of a specific market
• Sector-specific functional expertise
• Niche experience
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2-Step Process

- Leverage your existing industry or functional knowledge
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Global Multinational Corporations
- Seek opportunities where you have a work permit
- Look to transfer later through employer
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Fewer/No Visa Restrictions
- Curate information from historical data and current postings
WORK AUTHORIZATION CONSIDERATIONS

• U.S. businesses use the visa programs to employ foreign workers in specialty occupations that require theoretical or technical expertise in specialized fields.

• Visit www.myvisajobs.com for detailed data more and U.S. Citizenship and Immigration Services (USCIS) to remain updated on latest news.

• Review the comprehensive information on the International Student Office website - www.iso.mit.edu.

Work Authorization = FX (Industry, Function, Role, Organizational Growth, Economy, Luck)
## HOW DO I KNOW IF A COMPANY SPONSORS?

### Position Description
- **Career Central:** Work Authorization
  - No Eligibility Restrictions
  - Some Eligibility Restrictions

### Historical Hiring
- **myVisajobs.com:** Listing of all H-1B visas issued
- **YourCDO (cdo.mit.edu):** Companies Hiring Non-US Students

### Alumni
- **LinkedIn Alumni Search**
- **Infinite Connection** ([https://alum.mit.edu/](https://alum.mit.edu/))

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Exceptions are made based on a candidate’s alignment with the company’s needs.
ANSWERING Q’S ABOUT SPONSORSHIP NEEDS AS 1ST YEAR ON INTERNSHIP APPLICATIONS

Are you legally eligible to work in the U.S.?

- Yes (reflects your summer CPT eligibility)

Will you now or in the future require visa sponsorship for employment?

- Yes (reflects your need for sponsorship after OPT)

Do you currently require the company to sponsor a work visa on your behalf to commence employment?

- No (reflects your summer CPT eligibility)

Note: These answers are general guidance for internship applications. Please ask the CDO if you are unsure how to answer based on your situation.
FILTER QUESTIONS

How do I navigate around the filter question on applications?

• Be truthful in the application
  ▪ For positions also posted in Career Central, trust the Work Authorization requirements listed in the position (a recruiter is looking at both Career Central & the company’s application site to review Sloan applicants)

• Use informational conversations to build your network in a company
  ▪ Keep the primary goal of the conversation informational and relationship-building
  ▪ Let them be the ones to suggest a referral
RESOURCES

Your CDO (cdo.mit.edu/channels/international-students/)

www.myvisajobs.com

GlobeSmart

MBA-Exchange

Two-Hour Job Search

Companies hiring non-US students

English language resources
KEY TAKEAWAYS

• Stay updated on the U.S. visa situation
• Take ownership of the elements you can control
• Reflect on your strengths and where you want to be
• Research opportunities that you would like to target
• Utilize all resources to support your career objectives
• Embrace networking!
THANK YOU!