


Economics Advising

*Excellence in economics,
it's all about the thinking!*



Networking Night

College of Business
September 18, 2007

Famous Economics Majors

- ❑ Presidents Ronald Reagan, George Bush, and Gerald Ford
- ❑ Tiger Woods, Mike Mussina, Bernie Kosar
John Elway, Bill Belichick, Billy Packer, Roger Goodall
- ❑ Arnold Schwarzenegger, Kofi Annan
- ❑ Kenneth Lay, Donald Trump
- ❑ Mick Jagger, Young MC, Lionel Ritchie
- ❑ Sandra Day O'Connor
- ❑ Scott Adams, Ben Stein
- ❑ Danny Glover, Cate Blanchett, Paul Newman
- ❑ CEO's of Sun Microsystems, J.P. Morgan, EBAY
- ❑ Five of the seven top positions at Affinity Healthcare

What Kind of Jobs do Economics Majors Get?

- ❑ Any entry level business position; management training programs
- ❑ Insurance
- ❑ Banking
- ❑ Mortgage Lending
- ❑ Financial Services and Financial Planning
- ❑ Marketing and Market Research
- ❑ Consulting and Statistical Analysis
- ❑ Working for the Government
- ❑ Sales
- ❑ BE FLEXIBLE!

Recent Economics Alumni Work For...

- ❑ Thrivent Financial
- ❑ M&I Bank
- ❑ U.S. Bank
- ❑ Fidelity
- ❑ U.S. Census Bureau
- ❑ U.S. Department of Agriculture
- ❑ Internal Revenue Service
- ❑ J.J. Keller
- ❑ Kohler
- ❑ Oshkosh Truck
- ❑ Principal Financial
- ❑ Nordstrom's
- ❑ Consulting firms in Madison and Boston
- ❑ Graduate students at UC-Berkeley, UW-Madison, UW-Milwaukee, Syracuse, Indiana, UC-Davis, Virginia Tech, Florida State, and University of Nevada-Reno.

Getting a Job...

- ❑ Flawless **1 page** resume – no typos! Use career services or one of your professors to help you. Economics has a file you can look at in the student lounge, CF 327.
- ❑ Fill up that resume – join a student club, be active in a community organization, volunteer, get an internship, study abroad, do an independent study or collaborative research project.
- ❑ Get to know one of your professors – we make great references.
- ❑ 80 - 85% of positions are filled through network connections, including family, friends, university alumni, and other referrals. (Only 2 – 4% land jobs through internet boards and postings).

Getting a Job, Part II (Advice from our Alumni)

- ❑ Not every job will be your dream job, but don't tell anyone that.
- ❑ Show real enthusiasm at the job interviews. What works for class does not work well for getting a job.
- ❑ Do research on the company and have a list of intelligent and informed questions to ask.
- ❑ Show a passionate interest in the job and the company. Let them know that you'll show up early and stay late to achieve your goals, and more opportunities will become available.
- ❑ The average American has five different careers over the course of his or her life. Your first job is probably going to be a stepping stone to other things. *How you do in the first job will help determine where you go from there.*



Meet some Economics Alumni



Alston Reece, Alumni 2004



**Rockwell
Automation**

- Currently - Supervisor of Supplier Excellence at Rockwell Automation, Milwaukee
 - Six-Sigma Black Belt Project Manager.
 - Work hand in hand to drive process improvement in quality, cost and delivery performance in procurement, sourcing, inventory optimization and logistic functions.
- Previously - Supervisor Inventory Control and Purchasing Planners at Kohler
 - Forecasting Analyst -- Developing statistical forecasting methodology to drive financial planning.
- Education
 - UW-Oshkosh MBA in May 2005.
 - UW-Oshkosh BBA in Economics and MIS, December 2004.

Advice from Reece

In school seek knowledge for more than just getting a grade. Grades get you the interview; your understanding and application of the concepts get you the job, keep you employed, and make you marketable.

Nicole Doemel, Alumni 2003



- Current – Project Accountant and Manager at M.A. Mortenson
 - Budgeting, data management, planning, accounting

- Previous – U.S. Bank
 - Assistant to a Broker/Securities specialist
 - Member Service Representative
 - Data and Account Rectifying

- Education
 - Currently an MBA Student at Cardinal-Stritch University in Milwaukee
 - UW-Oshkosh BBA in Economics and Finance, December 2003

Advice from Nicole...

When interviewing with a company do your homework. Research the company and be prepared to ask questions: where does the company see itself in five years? Where could I see myself in five years with this company. Interviews always lean toward the potential employee who they can see as a good fit with in the company, and if you know nothing about the company (their mission and vision) you won't be a good fit.

Andy Rank, 2004 Alumni



- **Current – Thrivent Financial**
 - Investment Compliance Analyst
 - Oversees regulation of mutual funds
 - Level 2 of CFA Program
 - Started in Appleton as a mutual funds accountant, but now works at Thrivent headquarters in Minneapolis

- **Education**
 - UW-Oshkosh BBA in Economics and Finance, May 2005
 - COBA Kickball Economics Championship Team, 2005

Advice from Andy...

The biggest help to me was that I was able to get a part-time job with Thrivent my junior year of school. It was just in the call center, but it helped me tremendously in networking and building relationships at Thrivent.

Try to get a part-time job or internship in your field of interest while still in school - ideally with a big or well-known company. This experience will be invaluable to you once you graduate. You'll build great relationships and will likely get a full-time job offer immediately upon graduation. Also, make sure your first boss is aware of your efforts and accomplishments in the office, without making it too obvious. Check in with him/her weekly with suggestions or updates on projects you're working on. This will make you stand out more when it's time for that raise or promotion.

Stephanie Lantow, 2004 Alumni



- Current Position – Business Analyst, Unison Credit Union
 - Pull, compile and understand statistical information
 - Information Systems support
 - Certifications in Member Service, Credit Union Sales, Savings Plus (Investing), Credit Card Management, and Merchant Program Management
- Initial Position – Credit Union Teller
- Education
 - B.S. Economics, May 2004
 - Starting MBA at UW-Oshkosh in Fall 2008

Advice from Stephanie...

Although I was hired as a teller, it was apparent that I was being hired to take on a stronger role at the credit union. Keep an open mind about any position offered while looking for your first job; it may lead to great educational and promotion opportunities.

Megan Heneghan, 2004 Alumni



WORKING
FOR
YOU

- Current – Inside Sales, KI, Green Bay
 - Inside Sales
 - Sales Lead Analyst
- Previous – M&I Bank
 - Business Banking Coordinator II
 - Customer Relations
 - Northwest Leadership Team Networking Co-Chair
- Education
 - UW-Oshkosh BS in International Economics, 2004
 - Planning to seek a MBA starting in Fall 2008

Advice from Megan...

For May 2008 graduates in economics, I would highly suggest to start applying and looking for jobs in December 2007. Many companies take at least 2-3 months for the interviewing and hiring process. When interviewing, be confident and act like you have the job. That company needs to see you as a personable yet professional potential employee.

Ahmed Sharif, Alumni 2007



- Current - Research Analyst for The Brattle Group Consulting, Boston, MA
 - Data collection, statistical analysis
 - Regression analysis, economic model building

- Previous - Internship at U.S. Dept. of Agriculture, Washington, D.C.
 - Data collection and analysis
 - Spreadsheet maintenance and manipulation
 - Writing reports and summaries of data

- Education
 - UW-Oshkosh BS in Economics, May 2007
 - Fed Challenge Team Member
 - Independent Study Research Project

Advice from Ahmed...

The interview process was rigorous. In most of the conversations, my major selling points were extra-curriculars sponsored by the Economics Department. The Fed Challenge was a great example of my ability to work on a team and conduct macroeconomic research. I also did an independent research project my senior year on income inequality and education, and that was perfect for the interview because it was very similar to the type of work I'll be doing.

Tyler Herman, Alumni 2007



▣ Thrivent, Financial Services

- Assistant, Mutual Fund Management and Sales
- Passed Series 7 General Securities
- Passed Series 66 Exam

▣ Education

- B.A. in Economics
- Internship with World Financial Group, Summer 2006 to Spring 2007
- Study Abroad in Peru

Advice from Tyler

The things you learn in economics, while not necessarily direct training for the business world, help to provide a background for the exams that anyone interested in the financial field will have to take. I truly believe that if I had had another major, the Series 7 would have been much more difficult. Instead I got the 2nd highest grade of Thrivent employees this year. A lot of specific training comes on the job anyways, so I've really come to believe that having a slightly different educational background gives a leg up once you are already hired.

You can't stress enough that having knowledge of the employer makes a great impression when interviewing or even speaking at job fairs – that's where I first spoke to Thrivent, at the Fall Job Fair in Kolf. Knowing how to field questions along the way is also very important.