

**WILLIAM PATERSON UNIVERSITY  
WOMEN IN SCIENCE AND ENGINEERING (WISE)**



**BD-SPONSORED SEMINAR SERIES PRESENTS...**

# **MY JOURNEY FROM WPU TO SILICON VALLEY: 25 YEARS OF LESSONS LEARNED**

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**Sr. Customer Solutions Manager**  
**Amazon Web Services (AWS)**



<https://www.linkedin.com/in/xtineg/>

# Your Journey

## Getting ready- building your brand

Now

Build your “brand”

Find a mentor

Build network

Meetups, LinkedIn professional groups

Research! Research!

Narrow down position - what do you want to do?

Search for dream job postings

What are requirements?

What is missing from your skills?

Internships, hands-on experience

## Getting ready to work

Ready  
to  
work

Research roles, companies

Create resume for machine

Create resume for person

Apply, if don't meet all requirements

Conduct information interview

Research and practice interview Qs (YouTube,  
[www.teamblind.com](http://www.teamblind.com))

Practice interview with real interviews

Send thank you email- this practice is not dead!



Find your “in”

sponsors & alumni



#### Customer Solutions Manager Intern

Amazon Web Services (AWS) · Internship  
Jun 2020 – Aug 2020 · 3 mos



#### UPS Brand Ambassador

UPS  
Jan 2020 – May 2020 · 5 mos

- Recruited and recommended students on campus at Purdue to positions within UPS
- Provided professional development workshops to students on campus
- Promoted UPS on campus



#### Lab Consultant

Purdue Engineering Computer Network  
Jun 2017 – Mar 2020 · 2 yrs 10 mos  
West Lafayette, IN



#### Customer Solutions Intern - Healthcare Enterprise

UPS · Internship  
May 2019 – Aug 2019 · 4 mos  
Alpharetta, GA

- Managed nationwide UPS Pickup Point implementation in customer's 101 lab centers
- Developed Access Database tool for solution implementation tracking saving UPS \$700,000 annually
- Provided support for nationwide distribution of flu vaccines [...see more](#)



#### Lean Engineering Intern

HRE Wheels · Internship  
Jan 2018 – Aug 2018 · 8 mos  
Vista, CA

- Conducted defect analysis on production wheels
- Created extensive spreadsheets for data collection
- Led two different teams of employees for a contamination and defect project
- Used lean manufacturing techniques to analyze and improve manufacturing pr [...see more](#)



#### Intern for Founder/Chairman

Events.com · Internship  
Jun 2016 – Aug 2016 · 3 mos  
San Diego, California

Worked on capital raising tasks, researched and contacted investors, created extensive excel spreadsheets, created marketing posts for Events.com, worked in a team environment



#### Intern for CEO

# Your Journey

10 mins

## Once you are working

Explore, take on different roles

Talk to management on path and plan

Don't settle...but don't quit

Be resilient

Work in roles you will enjoy

Define success for you

What is happening in industry?

Where do you want to be next 5 years?

Always have an updated resume

# Your Homework

## First things, first



Resume



LinkedIn profile



Internships

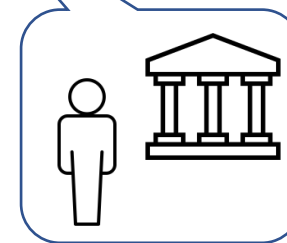
1. Connect with 2-3 people in roles that interest you



2. Ask someone to be your mentor



4. Find your dream job *description*, create a plan



3. Connect with 2-3 people in companies that interest you

# How To: Research & Network

Set up information interview with people you find on LinkedIn or other connections:

- Find people who have roles or are at companies of interest, over LinkedIn and send them a message via LinkedIn.
- Briefly explain who you are and why you are interested in talking to them, but keep this part the shortest. e.g., "My name is XYZ and I am a student at William Paterson exploring career paths and various roles and your role of XYZ seems very interesting to me..." then go on with suggestions below.
- Be clear that you are not looking for a job/referral, but rather just to learn more about the industry, company, team, and/or nature of the role.
- You might say you are looking to learn more about how the company and program are structured, how they operate, what the relationships are between the teams in the program, what support is there for career growth and development, what their thoughts on the industry are, etc.
- Be clear on the compelling reason for why you want to talk to that person specifically e.g., because their role is similar to the one you are interested in or applying for, because they previously made a similar career transition to what I am trying to do, because they have been part of the program longer than most others on LinkedIn, because they were hired onto the team externally while most others were internal hires, because you went to the same school, because you both have a background in X, etc.
- Be clear and flexible about what you asking from them, e.g. ask for a quick 10-15 minutes of their time and offer to connect over the phone or on Zoom (video), but leave it up to them. Even if you only ask for 10-15 minutes, people almost always end up chatting for 30min+ but don't forget to check in to see if they need to hang up after the time they committed to.
- Be very considerate and proactively thankful. SEND A THANK YOU EMAIL. Connect on LinkedIn, if you haven't already.

Don't get too discouraged — you may only get responses like 20-30% of the time.