



## Chat with Tuck's Career Services Team Sept 12, 2019



### Career Services Team Members Joining this Session

- Stephen Pidgeon, Executive Director of Career Services
- Deirdre O'Donnell, Director of Career Services and Advising

- Tuck Class of 2022 (Full Time MBA) Discussion: <https://gmatclub.com/forum/calling-all-tuck-dartmouth-applicants-2020-intake-class-of-295791.html>
  - Tuck Decision Tracker: <https://gmatclub.com/forum/tuck-194/app-tracker.html>
  - Tuck Reviews: [https://gmatclub.com/reviews/business\\_school/tuck-10](https://gmatclub.com/reviews/business_school/tuck-10)
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**Moderator:** Hi Stephen and Deirdre, Thank you for joining our chatroom. Can you please introduce yourself for our users?

Dear participants, this session is about Career services and placements at Tuck. So, please avoid application related questions. Thank you!

**Stephen:** Hi guys, this is Stephen - Executive Director of Tuck Career Services. Nice to meet you! I started my career in film and tv for 10 years, then came to Tuck as a student back in 2005. Went to McKinsey after Tuck then rejoined here to work in Career Services in 2011. Now I run this awesome team that helps Tuck students find jobs

**Deirdre:** Hi all, This is Deirdre and I am the Director of Career Advising at Tuck. I work primarily with students interested in finance. I spent 25 years at Lehman Brothers as a banker, in sales and trading and as Global Head of Diversity Recruiting before joining Tuck.

**My primary focus is recruiting for consulting. I know that starts right away along with investment banking. How feasible is it to recruit for a 2nd industry (say entertainment)? Those tend to do just-in-time recruiting from my understanding, but what would you do in the situation where you've already received internship offers for consulting but would like to recruit for other industries as well?**

**Stephen:** Good question. All campus recruiting is on the same timeline with interviews in January for internships. As you say, you may get an offer from that process and then have to weigh the decision to take it, or to wait for an industry like media that does more recruiting in Spring. There's no easy answer to that, but the best thing to do during FALL is do lots of outreach in media to give yourself an understanding of how feasible those jobs might be for you

**What are the several real estate firms that hire from Tuck and what is the scope of internship for Entrepreneurship students?**

**Deirdre:** Real Estate firms are often hiring one or two students at a time so there are many names making it hard to list in a chat room. The frequent MBA/Tuck employers include Hines, Beacon Capital, RMR, American Tower.

**I believe that Tuck's strong alumni network plays an important role in career advancement for the students. Besides that, what do you think are the success factors for Tuck graduates in the job market? What sets them apart from those from other schools? What do you think attract companies to hire them?**

**Stephen:** Key success factors for Tuck students - recruiters tell us they love that Tuck students have excellent team skills. These come into play straight away at entry level, and then particularly emerge as alumni rise up as leaders in an organization. In addition, Tuck's very hands on approach to teaching topics like analytics ensures our alumni hit the ground running with firm knowledge of how to use key tools

**Deirdre:** In my previous experience hiring Tuck students we always found them to be team players. They were the students you could insert in a dysfunctional business environment and make things work. Good attitude and smarts!

**How difficult is it for Canadians to recruit for positions in the US? Do you find most end up taking jobs in offices in Toronto or other major cities in Canada? Are Canadians typically successful in securing a TN visa with employers or do most have to go through the H1B lottery with other non-NAFTA international students?**

**Stephen:** Many Canadian students do choose to go home, but I think that is driven by personal reasons, not immigration. It is an advantage to be able to recruit in your 'home country' in terms of finding a cultural fit, but it is not essential

**How does the recruitment process work for Int'l students? On the backdrop of a stringent work visa under the Trump administration? What can an int'l student expect in reality?**

**Stephen:** Regarding immigration concerns, I'd advise students to seek out global firms that can move you if any one country does not work out with immigration.

**I come from Advertising background and have inclination towards Marketing. How are the career prospects and the opportunities that Tuck has to offer from jobs perspective**

**Deirdre:** Many of the major consumer goods companies recruit at business schools and they tend to have formalized programs. We have seen a big uptick in digital marketing and ecommerce so that would be another avenue to pursue. Big tech also has opportunities in marketing.

**What are the several real estate firms that hire from Tuck and what is the scope of internship for Entrepreneurship students?**

**Stephen:** It's interesting to reflect that many of the world's biggest companies are really marketing driven companies (Amazon etc), so there are definitely a lot of opportunities to build a career in the space

**Deirdre:** Tuck has a Center for Entrepreneurship and someone in Career Services dedicated to students interested in that space. There are multiple ways to do experiential learning in entrepreneurship in order to help build your resume. There are quite a few students who have left Tuck and started companies.

**What is the reality of getting consulting during internship and subsequently, recruitment post MBA in consulting, for people who have absolutely no consulting background?**

**Stephen:** Almost all of the people who go into consulting do so from no consulting background (curiously, those who have already done it are coming to do an MBA to transition out of it!). Consulting companies are not looking for consulting experience, they are looking for qualities such as - problem solving, getting things done, love of learning, strong people skills. You can demonstrate these in the interview, which is a very rigorous process, so it is not essential that you have done the same job in the past

**Thank you for arranging this valuable event. It would be grateful if you can elaborate a bit more about geographic statistics of employers for recent Tuck students.**

**Deirdre:** Many employers have multiple locations . In the US the locations are 49% East Coast , 23% west coast, 11% midwest, 9% outside the US

**Does this 2 year MBA comes under STEM programme?**

**Stephen:** Our MBA is not designated a STEM degree, but we do have a joint Masters in Engineering Management with our Thayer School of Business. An increasing number of students are taking this as a dual degree, which allows them to take engineering classes, and get access to the 3 year OPT

**My question is about those who are interested in consulting post MBA and coming from non-consulting background. What pre-MBA preparation would you recommend so peeps are prepared to put their best foot forward as soon as they arrive on campus?**

**Stephen:** I wrote a book which is a good introduction to MBA recruiting for consulting - [https://www.amazon.com/How-Get-Job-Consulting-Second/dp/1516905261/ref=dp\\_ob\\_title\\_bk](https://www.amazon.com/How-Get-Job-Consulting-Second/dp/1516905261/ref=dp_ob_title_bk)

Also - immerse yourself in global business news. I'd recommend subscribing to The Economist and Bloomberg BWeek. Other than that, you will get everything you need once you get on campus.

**Is there a career field that military veterans commonly pursue? Is there one they tend to struggle to achieve?**

**Deirdre:** Veterans tend to be in demand at many firms. They appreciate the skills and experience the military develops in people. Banking and Consulting hire many veterans but they also find leadership rotation programs valuable because they expose them to many different functions which is helpful for someone with no previous "business" experience.

**Dear Deirdre I didn't mean my question for a student looking for a recruitment from two industries but it was for a student who wants to know what might be his passion among the two industries "previous Question"(what is your advice for a student interested in two industries?)**

**Deirdre:** We always suggest that students do some career exploration. This could mean attending company briefings, speaking with alumni in different industries of interest, and going on industry treks. You will have plenty of opportunity to explore multiple options but we would strongly advise you to do some of this exploration before arriving on campus. It is BUSY once you arrive!

**Thanks for arranging the event. I primarily like the offbeat location of Tuck away from the chaos. Yet what are some of the fun activities that Hanover has to offer?**

**Deirdre:** Hanover is a little (well, a lot actually) like a vacation resort. There are many many outdoor activities to engage in. Dartmouth has its own ski resort a 15 minute drive from school, there is hiking, biking, kayaking etc. In other words, if you like the outdoors, you'd like it here. In addition, Hanover and the surrounding area have all the facilities you'd expect from a world-class college town in terms of the arts, sports etc. I also love the Dartmouth campus itself, there are so many beautiful quiet spots to explore.

**Is a non-traditional background (logistics) in combination with the strive of heading into consulting too tall of an order for an international applicant?**

**Stephen:** This will sound like an oversimplification but it's really true - consulting companies are not really interested in what you did before your MBA. They are VERY interested in what qualities

you have - problem solving, getting things done, people skills etc. If your prior job has given you the opportunity to demonstrate these skills it can certainly help.

**What kind of roles do airline companies (American, Delta, United, Southwest) hire Tuck MBA candidates to fill?**

**Stephen:** Airline companies are not a large part of our recruiting, but certainly students have gone to them. Usually to internal strategy roles which are a good fit for the skills built during the MBA.

**Are the career services at Tuck available to Tuck alumni, as well? Thanks again, Stephen and Deirdre, for joining us and taking questions!**

**Stephen:** We just hired a full time career adviser for alumni, so we are able to offer lifelong career support!

**Can students participate internship during semesters or allowed only during the summer? Do you have data of geographical/industry breakdown of where students did their internship? I wonder how much internship opportunities are available for finance aspirers**

**Deirdre:** You can take a look at the Tuck Employment Report to get a sense of the geographic locations of internships. There are students who do unofficial internships and/or independent study in their second year which often means working remotely for a firm. Your first year can be quite busy so the informal internships during the school term is usually a second-year activity.

**How often are students able to convert their undergrad experience (that may not necessarily correspond to their work experience) into working in a specific stream of consulting. Say for example a student who holds a BA in Economics, worked in the tech sector pre-MBA but now wants to do strategy consulting specifically on economic policy?**

**Stephen:** Certainly pre-MBA experience, undergrad work, or simply subject matter interest, can play a part on your career once you are a consultant. Once you are in, it is really up to you to navigate your career taking into account the available project mix at that company/office at that time. Different firms have different approaches to how you get staffed, but they all like to hear about any passions/interests you have in certain sectors.

**If a person already has a management diploma in his country and wants to enhance his career prospects by doing MBA, how does application viewed for that applicant?**

**TuckAdmissions:** We do not typically admit applicants who have already earned an MBA. If you hold a similar graduate degree that is not an MBA, use the optional essay to explain why you need an MBA in addition to your prior degree. We consider the Post Graduate Diploma in Management (PGDM) from Indian universities to be the equivalent of an MBA and typically do not admit applicants who have earned this degree.

**Stephen:** I'll take the time to update you on some changes in our office recently. We have hired a full time career adviser based in San Francisco to add strong support to students seeking tech. We have also recently hired another McKinsey alum (in addition to me) to strengthen our consulting advising. It is in line with our mission of being personal and connected, and we are finding students really appreciating our broad range of advice

**Is it true for a consultant your salary will be less if you are an international student graduate compared to Green card holders?**

**Stephen:** No.

**Stephen:** Thanks guys, I've really enjoyed chatting. Good luck

**Moderator:** That should conclude our Live Chat event today! Thank you, Stephen and Deirdre, again for answering our questions. We really appreciate your support! I believe everyone now feels even more excited to apply to Tuck.

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Meet a Tuck admissions officer, alumni and current students on the road! Stay up-to-date on Tuck's [upcoming events](#) and note that they will be adding more events throughout the admissions season.

We encourage you to [create your Tuck profile](#). This is just the first step in helping Tuck get to know you, so please be sure to update your profile throughout your journey to Tuck.