NETWORKING

Fun Facts + Strategy = Effective Networking

Does the thought of **Networking** make you feel like this...

hugatreeartwo

Don't worry!

you are in good hands

In this brief slide deck, Careers will outline the importance of Networking and why it's a critical part of your job search.

FUN FACTS

METIS

Why Networking is Important

85%

Of jobs are found through networking!

~50%

Of jobs are unadvertised

72%

Of people say their impressions are impacted by how someone appears and their handshake

Great! We are convincing you or reaffirming the importance of networking.

Now let's talk strategy!

STRATEGY

Step-by-Step

METIS

Step 1: Start with a Positive Attitude

- View **networking** as an ***opportunity*** to engage with cool people to learn and share ideas
- Think of networking as **ongoing relationship-building** rather than transactional one-off conversations
- Networking is for both introverts and extroverts

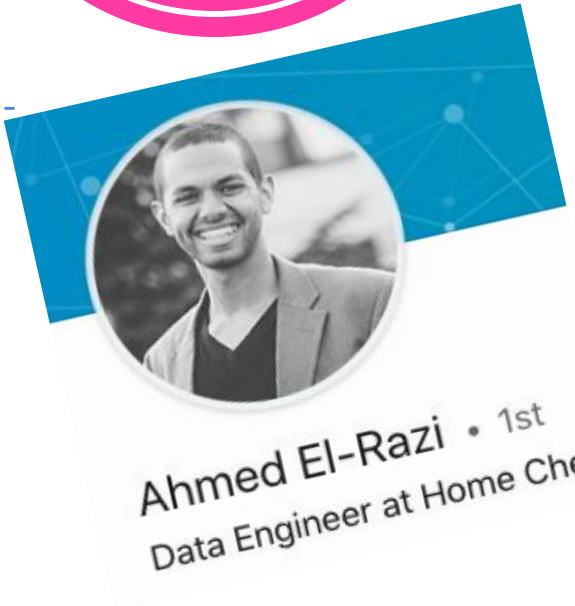
Step 2: Maintain the Right Perspective

- Set realistic goals
- At the core, you’re just asking for information
- Resilience and grit is key
- Remember you’re worth the investment

DATA SCIENTISTS- THEY'RE JUST LIKE **US!**

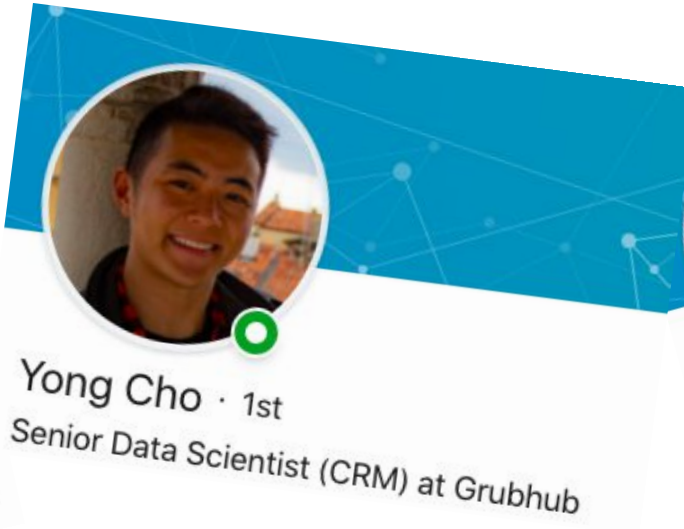
Bryan Bumgardner · 2nd

Data Scientist | Growth Marketing, Analytics & Strategy



Ahmed El-Razi • 1st

Data Engineer at Home Chef



Yong Cho · 1st

Senior Data Scientist (CRM) at Grubhub

Alexandra Fox · 2nd

Data Scientist at PAX Labs, Inc.

Step 3: Get into Action - Meet People!

1. Find meetups & events that look interesting
    a. Meetup.com
    b. Eventbrite
    c. LinkedIn
    d. Google/Twitter
    e. Slack
    f. University alumni groups
2. Engage with the data science community at least twice per week
3. Strike up conversations with at least 5 people at each event
4. Connect to speakers/hosts and follow-up on LinkedIn or via email

Step 4: Add Value Whenever Possible

- Provide an introduction
- Share an article you know they will think is interesting
- Provide insight on a domain you’re familiar with

You see, Networking becomes much easier when you understand why it's important and begin to devise a strategy.

The Careers team looks forward to discussing further. Until then, here's

what you can do in the meantime...

ACTION STEPS

METIS

Action 1: Identify Players in Your Network

1. Using a spreadsheet, **make a list** of everyone in your network
   a. LinkedIn is a great source, and if you have an undergraduate or graduate directory
   b. Graduates of Metis will receive an employed alumni list

2. **Categorize** each contact for better visibility; this will also allow you to create "buckets" of messaging *(more on this later)*. Categories can include:
   a. **Friends**: You can be casual, but you still want to do the work for them (e.g. look up jobs at their company, make your asks clear)
   b. **Strangers**: Can be folks you are connected to on LinkedIn but have no idea why, hiring managers, recruiters, etc
   c. **Acquaintances**: Can be folks you previously worked indirectly, friend of a friend, etc
   d. **Alumnus**:

Action 2: Identify Networking Opportunities

1. Join Meetup and Eventbrite. You can find opportunities to network and learn
2. Join technical slack channels in your local communities
3. Keep an eye on the Metis Alumni slack channel for events and webinars

Action 3: Leverage Your Network

1. Create a target company list and identify contacts you know at each company
2. Companies where you don’t have connections, do some preliminary outreach to members on the analytics team
3. Set up informational interviews

And, remember to tell yourself...

I GOT THIS.