

## **Senior Strategy & Operations Leader, Fed Reserve Bank of NYS**

How did you get to where you are today?

A: set your own timetable, do what you're good at, you'll eventually figure it out if you're good at it, people are too conscientious successful - wherewithal, ambition, and not worried about titles

Screw around as much as possible in 20s and 30s - different experiences and figure out what you want to do.

Get your foot in the door, do good work that will be recognized - present it well, public service and politics and economics, know your values, data driven storytelling, align to what leaders want, and think and write clearly. How you used code to get an outcome. Be outcome oriented.

What are the challenges of your work?

A: People, people always root for you in school, irl - politics,  
Think about this to not upset people - How do i drive progress, what the outcome, who do i talk to - embrace this. Soft skill - sense of what is going on, what are issues and how you intersect.

Can you suggest anyone else I could connect with?

A: Head of Data Governance and Data Strategy, Rob MLB; keep him posted on how things go.

Stats opening, DCAM, edm counsel - nice certification to get - data governance, capabilities, analytics, and security.

## **Head of Data Governance and Data Strategy**

Works with data science - data management and governance data strategy

Not a data scientist

Works closely with the data science team.

How did you get to where you are today?

A: data/wall street - different data management roles, worked with vendors/consulting - fell into data space. He gravitated to it over the years. All jobs data except 1.

What advice do you have for someone looking to get a position in the data science industry?

A: combine baseball experience with data science, doing the right things so far he thinks.

LinkedIn highlights activities - youtube videos on LinkedIn.

Get your profile to show up higher on linkedin searches.

Publish stories and join groups.

Be active on LinkedIn.

Repost story.

Worked well for others.  
Just land the first job to get a year or 2 of experience.

### **Founding Member, Finance Transformation & Process Innovation, Horizon Five**

How did the talk go with the 5,000+ experts?

A: customer advocate for Alteryx and other software companies and it was scary. At Venetian, there is a really big stage and auditorium.

NS: Look at these companies maybe.

What is your job and How did you get to where you are today?

A: university of buffalo, pwc, advisory business internal consulting, external audit work during crisis, pwc for 4 years, hired by client, left, non for profit, back to pwc for audits using data analytics, accounting and process and control reviews and cpa, pwc as senior associate sql and tableau, city but didn't work, big pharma johnson and johnson fpc audit and analytics - automation roadmap - digital transformation and audit, connect Alteryx to erp, data lake data warehouse, doordash accounting automation team with big sign on bonus, west coast to denver then offshore teams to el salvador and brazil and india. Won business innovation award and client transformation award. Analytics award for Alteryx . Cloud products. Quitting doordash and starting a consulting firm.

NS: Look at these companies maybe.

Do you have advice for landing a job in the data science industry?

A: You can have side hustle, if you want any job, that's one thing; less jobs from 5 years ago because of AI, it may take some time - didn't like what I did until 8 years ago, took a decade to get so it may take you a decade to get. Could still do a dream job for 30+ years. Won't make money for 2+ years from this company but if successful will be 40-65.

Network a lot. Jets connection who is VP of Marketing I could talk to. One connection can lead to more. Analytics user groups and communication work on. Got his first job from networking, look at consulting firms for jobs, networked for a year before he got his first job. Lady is now a senior consultant. Info lab he could connect me with - train for 3 months then get a job as a consultant. He can help with interviews. **Jordan Kemp** knows people in sports.

NS: Be patient, look up Jordan Kemp, info labs, look at analytics user groups, practice communication, reach out to him to interview practice, look at consulting firms, and network more.

**Recap:** Be patient, you can have a side hustle, network a lot, look at info. lab, and he can help me interview and network.

## **Senior Financial Advisor, Merrill, Lynch**

Take Notes and Be prepared and Be present

QA, Next steps, Recap

Ralph Decapelo and Alex

In a month reach out to Allison about talking to him

Getting a career instead of landing a position

### **Interview:**

Research Global Foundries and IBM

Contact them through Marist alums and ask if they are hiring

Gather names and build relationships and tell them I took your advice and it worked

Check in with them once a year

Be buttoned up (in presentation) and clean cut and don't use casual jargon like yeah or like

Say thank you instead of thanks

Use hands and Look them in the eye

Can put yourself in front of best client

Hang out with someone for a week who uses soft skill well

Ask them do you mind if I take notes

Be vulnerable

Be organized and stand out

Mention specific examples

• Aeko



• Get people's names

• Learn all aspects of industry

• Algorithms

• Be determined/keep grinding

• Have good work ethic

• Advisors (A, TFA, EAOP-4 main roles)

@Mark's lunch

• Don't try to time the market

• Index

• Help with sales/operations/  
people's accounts - ~~was~~ Aiden

• Ask questions/listen

(or have)

• Make empathy the better weather

• Ask make empathy by creating <sup>you</sup> care  
listening to




## Lateral thinking

- Learn <sup>or lose</sup> about company, before interviewing or working there
- Be nimble + ready for any challenges
- Be a student of whatever I do
- F.C.M. relationship manager, financial advisor - B.O.A.
- Don't just take/ask
- Dress well - socks / ~~shoes~~ <sup>Pants</sup> should match
- Don't invest all in one thing
- Have discipline
- Write down what to do each day
- Have good manners

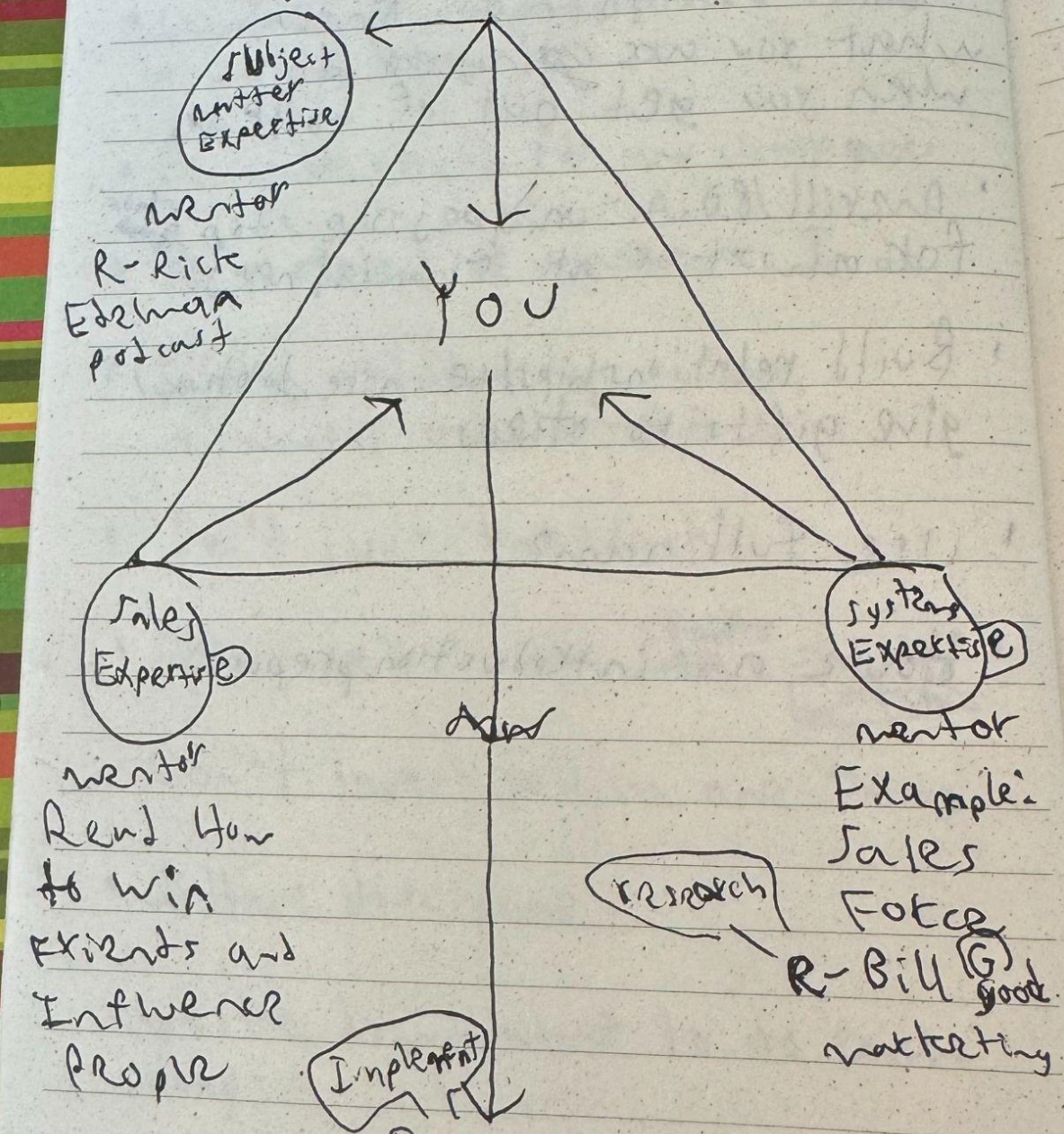
Aiden - F.C.M.



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- It's ok to not know what you are going to do when you get out of college
  - Merrill P.O.A. - unique, one stop ~~shop~~ <sup>shop</sup> for almost or all financial needs
  - Build relationships, be nice to others, give gifts to others
  - Use full name
  - Have an introduction prepared



# System + Sales



• First things first

Insight Process  
Ex. Time Block

• Create a folder for each subject

• Note sheet / research sheet



## Books to buy



- Modern manners
- The Rainmaker
- Extreme Ownership
- How to Win Friends and Influence People
- Big Rocks Little Rocks

Trust Formula is as follows

Credibility + Reliability + Intimacy  
Self-orientation

Rule of 72.

$$\frac{\%}{72} = \# \text{ of yrs. it takes to double}$$

$$\frac{72}{10} = \text{Interest rate?}$$

• How to execute in a sustainable, repeatable manner - Padfolio, electronic calendar, prioritize time block

• Steven Covey - Big Rocks, Little Rocks

• Prioritize

• proper temp.



Take notes, keep a planner  
your network is your network  
if in doubt ask