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Professor Fine

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Danny Eck Interview Write-Up

For my alumni interview, I chatted with Danny Eck from Dorsal Capital Management. Danny entered his finance journey before the Trek was established; however, he was one of the few, along with Andrew and Prof. Fine, who helped make the Trek possible.

Danny interned with the Riverside Company during his time at CWRU. He claimed that his experience working at the Riverside Company facilitated him to join Morgan Stanley upon graduation. After being rejected by multiple mid-tier firms but being accepted to Goldman Sachs and Morgan Stanley, his largest advice to me was to “spread your net as wide as possible.” This meant to apply to as many opportunities as possible, because receiving an offer could be quite random these days.

Besides our conversation about Danny’s finance journey, we also chatted about networking in general. One analogy that truly stuck to me was when Danny compared networking to playing poker. Building a relationship takes time, so you don’t want to “go all-in during the first round.” When networking, asking a limited number of questions could provide you with more conversation in the future. This significantly helps with follow-up calls. Danny also mentioned that he prefers quality over quantity in networking, because you feel more comfortable going to people you are close when you need help. However, he believes that when starting out, quantity can be important since your network is confined. You will be able to cherry pick those that you believe you get along with the most.

Lastly, we talked about the work/life balance in finance. Danny mentioned that investment banking is a job that requires a lot of mental fortitude, and that people interested in going into the field should expect that it will be tough.

The call with Danny was very informative, and I am grateful that he took some of his time to chat with me. I wish him the best of luck at Harvard and am excited to hear what the future holds for him.