Ryan Murray Wall Street Trek Alumni Interview

I interviewed Ethan Glickstein, a current senior at Case Western and the outgoing president of the Weatherhead Fund, about his career path and how the Wall Street Trek helped prepare him for his internships and career.

Ethan interned at The Riverside Company during his fall sophomore semester and then at Citigroup in New York during his sophomore summer. The next summer he interned at Key Banc in the mergers and acquisitions group and accepted a full-time offer at Cain Brothers. He told me how important networking and developing meaningful relationships were to his success in “getting his foot in the door.”

Ethan also stressed the importance of getting to know the company and industry that you are interviewing for. He said that before any call you have with someone in the industry it is important to do your research. You can look up their LinkedIn and find out a little about their path to their current role and potentially see some of the activities that you have in common. By doing this minimal amount of research, you can showcase that you are interested in the position and ask good questions. When going into an interview, it is important to do your research as well. Ethan stressed the importance of knowing what is going on in the market, the industry that you are interviewing for, and some of the recent deals that the team has worked on.

The main takeaway from my conversation with Ethan was the importance of networking and developing relationships both on the Trek and outside of it. The Trek is a great opportunity to meet professionals in the industry that are more than willing to help you in learning about the industry and getting your foot in the door. Following up on your conversations is also an important way to keep the relationships alive.

My conversation with Ethan was very beneficial to me and further helped me decide that I am going down the right career path and how to maximize my time both before, during and after the Wall Street Trek.