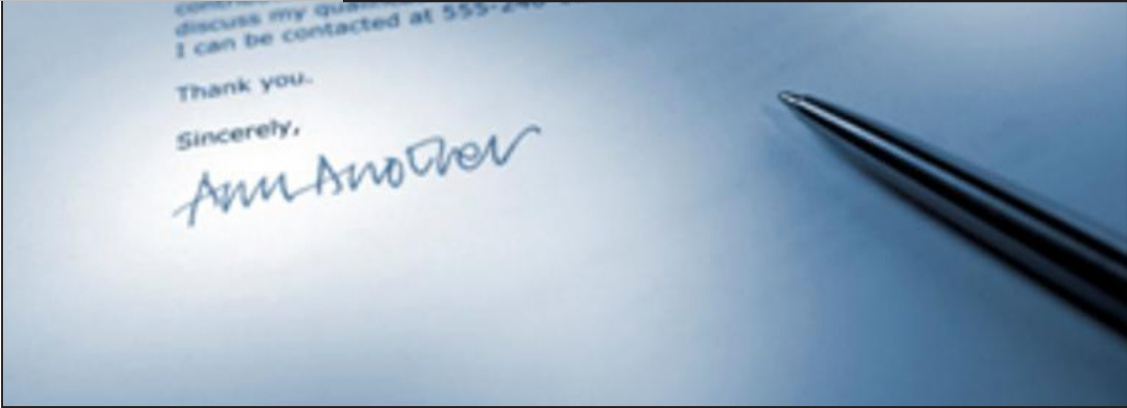




OCS

# RESUMES & COVER LETTERS



discuss my qualifications  
I can be contacted at 555-210-1234

Thank you.

Sincerely,

*Ann Another*

# Create a Strong Resume

A resume is a concise, informative summary of your abilities, education, and experience. It should highlight your strongest assets and skills, and differentiate you from other candidates seeking similar positions. Although it alone will not get you a job or internship, a good resume is an important element toward obtaining an interview.

Tailor your resume to the type of position you are seeking. This doesn't mean that all of your experiences must relate directly, but your resume should reflect the kind of skills the employer would value.

## GETTING STARTED

- Draft a resume using one of the **templates on the OCS website**.
- **Attend a Resume Workshop** to learn the nuts and bolts of getting started. See the OCS website for dates.
- View the OCS Recorded Resume Webinar available on our website.
- **Get advice via drop-ins.** Monday-Friday, 1:00-4:00pm - ask quick career-related questions and have an adviser review your resume.
- **Look for industry specific resume review clinics**, listed on the Employer and Graduate School Calendar.

## RESUME TIPS

### RESUME LANGUAGE SHOULD BE:

- Specific rather than general
- Active rather than passive
- Written to express not impress
- Articulate rather than "flowery"
- Fact-based (quantify and qualify)
- Written for people who scan quickly

### DON'T:

- Use personal pronouns (such as I)
- Abbreviate
- Use a narrative style
- Use slang or colloquialisms
- Include a picture
- Include age or gender
- List references
- Start each line with a date

### TOP 6 RESUME MISTAKES:

1. Spelling and grammar errors
2. Missing email and phone information
3. Using passive language instead of "action" words
4. Not well organized, concise, or easy to skim
5. Not demonstrating results
6. Too long

### DO:

- Be consistent in format and content
- Make it easy to read and follow, balancing white space
- Use consistent spacing, underlining, italics, bold, and capitalization for emphasis
- List headings (such as Experience) in order of importance
- Within headings, list information in reverse chronological order (most recent first)
- Avoid information gaps such as a missing summer
- Be sure that your formatting will translate properly if converted to a .pdf

# Action Verbs for your Resume

## LEADERSHIP

Accomplished	Achieved	Administered	Analyzed	Assigned	Attained	Chaired	Consolidated
Contracted	Coordinated	Delegated	Developed	Directed	Earned	Evaluated	Executed
Handled	Headed	Impacted	Improved	Increased	Led	Mastered	Orchestrated
Organized	Oversaw	Planned	Predicted	Prioritized	Produced	Proved	Recommended
Regulated	Reorganized	Reviewed	Scheduled	Spearheaded	Strengthened	Supervised	Surpassed

## COMMUNICATION

Addressed	Arbitrated	Arranged	Authored	Collaborated	Convinced	Corresponded	Delivered
Developed	Directed	Documented	Drafted	Edited	Energized	Enlisted	Formulated
Influenced	Interpreted	Lectured	Liaised	Mediated	Moderated	Negotiated	Persuaded
Presented	Promoted	Publicized	Reconciled	Recruited	Reported	Rewrote	Spoke
Suggested	Synthesized	Translated	Verbalized	Wrote			

## RESEARCH

Clarified	Collected	Concluded	Conducted	Constructed	Critiqued	Derived	Determined
Diagnosed	Discovered	Evaluated	Examined	Extracted	Formed	Identified	Inspected
Interpreted	Interviewed	Investigated	Modeled	Organized	Resolved	Reviewed	Summarized
Surveyed	Systematized	Tested					

## TECHNICAL

Assembled	Built	Calculated	Computed	Designed	Devised	Engineered	Fabricated
Installed	Maintained	Operated	Optimized	Overhauled	Programmed	Remodeled	Repaired
Solved	Standardized	Streamlined	Upgraded				

## TEACHING

Adapted	Advised	Clarified	Coached	Communicated	Coordinated	Demystified	Developed
Enabled	Encouraged	Evaluated	Explained	Facilitated	Guided	Informed	Instructed
Persuaded	Set Goals	Stimulated	Studied	Taught	Trained		

## QUANTITATIVE

Administered	Allocated	Analyzed	Appraised	Audited	Balanced	Budgeted	Calculated
Computed	Developed	Forecasted	Managed	Marketed	Maximized	Minimized	Planned
Projected	Researched						

## CREATIVE

Acted	Composed	Conceived	Conceptualized	Created	Customized	Designed	Developed
Directed	Established	Fashioned	Founded	Illustrated	Initiated	Instituted	Integrated
Introduced	Invented	Originated	Performed	Planned	Published	Redesigned	Revised
Revitalized	Shaped	Visualized					

## HELPING

Assessed	Assisted	Clarified	Coached	Counseled	Demonstrated	Diagnosed	Educated
Enhanced	Expedited	Facilitated	Familiarized	Guided	Motivated	Participated	Proposed
Provided	Referred	Rehabilitated	Represented	Served	Supported		

## ORGANIZATIONAL

Approved	Accelerated	Added	Arranged	Broadened	Cataloged	Centralized	Changed
Classified	Collected	Compiled	Completed	Controlled	Defined	Dispatched	Executed
Expanded	Gained	Gathered	Generated	Implemented	Inspected	Launched	Monitored
Operated	Organized	Prepared	Processed	Purchased	Recorded	Reduced	Reinforced
Retrieved	Screened	Selected	Simplified	Sold	Specified	Steered	Structured
Systematized	Tabulated	Unified	Updated	Utilized	Validated	Verified	

Always use your @college email account and check it frequently, even if you have enabled forwarding.

## RESUMES AND COVER LETTERS

# Resume Sample

Firstname Lastname

If an employer asks for your SAT/ACT scores or GPA, include in your Education section.

17 Main Street • Los Angeles, CA 92720 • youremail@college.harvard.edu • (714) 558-9857

### Education

#### HARVARD UNIVERSITY

A.B. Honors degree in History. GPA 3.73.

Relevant Coursework: International Political Economics and the European Community.

Commit 25 hours per week to Harvard Varsity Field Hockey Program.

Cambridge, MA

May 2022

#### UNIVERSITY OF LONDON

Study abroad coursework in European History and Econometrics.

London, UK

May - August 2020

#### LOS ANGELES HIGH SCHOOL

Graduated with high honors. SAT I: M:780 V:760.

National Honor Society. Member of Varsity Field Hockey Team.

Los Angeles, CA

June 2018

If including coursework, be sure it's relevant to the position to which you're applying.

### Experience

#### PEPSI-COLA NORTH AMERICA BEVERAGES

##### Marketing Analyst Intern

Examined profitability of foreign market for new fruit drink using analysis of comparable brands. Managed focus groups and consumer surveys gathering over 500 data points. Created ideas for niche marketing campaigns including use of social networks and viral marketing. Presented findings to senior managers using quantitative analysis and creative visuals in combined PowerPoint presentation.

Remote

May - August 2021

Use different verbs.

#### THOMAS WILCK ASSOCIATES

##### Assistant Account Executive

Researched and assembled requests for proposals for medium-sized public relations and communications firm. Actively participated in staff meetings and brainstorming sessions. Generated correspondence with top executive officers.

London, UK

May - August 2020

#### TECH HILLS

##### Technology Intern

Implemented new web site, including back end database storage system and dynamic web pages.

Laguna Hills, CA

May - August 2019

Note that relevant interests and skills can be demonstrated through campus and volunteer activities as well as through previous employment.

### Leadership

#### HARVARD UNDERGRADUATE WOMEN IN BUSINESS (WIB)

##### Executive Committee Member

Organized marketing and advertising campaign to increase membership. Coordinated business conference and networking reception for 50 business professionals and 500 students.

Cambridge, MA

February 2019 - Present

#### HARVARD COLLEGE MARATHON CHALLENGE

##### Training Program Director

Developed training program for 25 charity runners. Raised over \$25,000 to support Phillips Brooks House Association and The Cambridge Food Project.

Cambridge, MA

January - May 2019

### Skills & Interests

**Technical:** Microsoft Excel and Access, Stata, SQL, Java and HTML.

**Language:** Fluent French and Conversational Spanish.

**Interests:** Ultimate Frisbee, Bhangra dance, and European films.

Be consistent presenting data. Use either numerals or words but not both.

# Optional category examples

You may wish to adopt these categories if relevant to your experience or the opportunity you are applying for. If you have significant experience in a specialized category, consider using that as your primary “Experience” section. Both paragraph and bulleted formats are options, but be consistent with the formatting within your resume. Students in creative and performing arts can develop resumes, portfolios, and websites to support their specific job search. OCS advisers can help!

## Leadership Experience

### HARVARD SOCIETY OF BLACK SCIENTISTS & ENGINEERS

Cambridge, MA

#### President

September 2020 - May 2021

Provided strategic direction and developed annual goals for this 90 member student group. Organized board and general meetings. Oversaw existing activities, programs, and collaborations with other student organizations. Represented group in Black Community Leaders Organization.

### HARVARD COMPUTER SOCIETY

Cambridge, MA

#### Membership Coordinator / Board Member

January – May 2020

Organized marketing and advertising campaign, resulting in 20% increase in membership. Coordinated tech conference and networking reception for 30 professionals and 75 students. Upgraded and enhanced website.

## Public Service Experience

### CAMBRIDGE DEPARTMENT OF SOCIAL SERVICES

Cambridge, MA

#### Intern

September 2019 – Present

- Conduct site visits to local social service agencies to assist in evaluating effectiveness of service delivery. Observe experienced counselors and social workers in private settings with clients.
- Analyze data to determine trends in service usage.

### PHILLIPS BROOKS HOUSE ASSOCIATION

Dorchester, MA

#### Summer Urban Program Senior Counselor

June – August 2020

- Organized activities at summer camp encouraging academic achievement among inner city and under-resourced children. Managed \$500 activities budget.
- Produced and implemented curriculum for girls ages 11-12 exposing campers to female leaders in community, community service, and health education.

## Technical Skills

**Programming:** C++, SQL, R, Perl, Python, MATLAB, Java, OCaml.

**Operating Systems:** Windows, MAC OS, and Linux.

**Web Design:** Designed [www.abc.com](http://www.abc.com), [www.xyz.com](http://www.xyz.com)

## Research Experience

### STANFORD NANOTECH RESEARCH CENTER

Palo Alto, CA

#### Research Intern

June – August 2020

Project: Microfabrication of Thin-film Heaters to Simulate Hotspots.

- Fabricated devices for testing effectiveness of nanoscale patch used to cool down hotspots on microprocessors.
- Utilized cleanroom facilities to create devices with hotspot heater and temperature sensors to simulate heat generation.

## Performing Arts Experience

### MAINLY JAZZ DANCE COMPANY

Cambridge, MA

#### Dancer / Choreographer

October 2019 – Present

Perform traditional jazz, lyrical, hip hop, funk, and modern dance at performances open to public throughout the year. Teach dance routines weekly to 20+ students at local elementary school.

## Activities

### LOWELL HOUSE COMMITTEE

Cambridge, MA

**Member.** Collaborate on social and community service activities.

September 2019 – Present

### MASSACHUSETTS GENERAL HOSPITAL

Boston, MA

**Hospital Volunteer.** Commit 5 hours per week greeting patients.

January – May 2020

# Resume Template I (with bullet points)

Firstname Lastname

---

Home Street Address • City, State Zip • youremail@college.harvard.edu • phone number

## Education

### HARVARD UNIVERSITY

Degree, Concentration. GPA [Note: Optional]

Thesis [Note: Optional]

Relevant Coursework: [Note: Optional. Awards and honors can also be listed here.]

Cambridge, MA

Graduation Date

### STUDY ABROAD [Note: If Applicable]

Study abroad coursework in \_\_\_\_\_.

City, Country

Month Year – Month Year

### NAME OF HIGH SCHOOL

[Note: May include GPA, SAT/ACT scores, or academic honors an employer may want to know]

City, State

Graduation Date

## Experience

### ORGANIZATION

#### Position Title

City, State (or Remote)

Month Year – Month Year

- Beginning with your most recent position, describe your experience, skills, and resulting outcomes in bullet or paragraph form.
- Begin each line with an action verb and include details that will help the reader understand your accomplishments, skills, knowledge, abilities, or achievements.
- Quantify where possible.
- Do not use personal pronouns; each line should be a phrase rather than a full sentence.

### ORGANIZATION

#### Position Title

City, State

Month Year – Month Year

- With your next-most recent position, describe your experience, skills, and resulting outcomes in bullet or paragraph form.
- Begin each line with an action verb and include details that will help the reader understand your accomplishments, skills, knowledge, abilities, or achievements.
- Quantify where possible.
- Do not use personal pronouns; each line should be a phrase rather than a full sentence.

## Leadership & Activities

### ORGANIZATION

#### Role

City, State

Month Year – Month Year

- This section can be formatted similarly to the Experience section, or you can omit descriptions for activities.
- If this section is more relevant to the opportunity you are applying for, consider moving this above your Experience section.

## Skills & Interests [Note: Optional]

**Technical:** List computer software and programming languages

**Language:** List foreign languages and your level of fluency

**Laboratory:** List scientific / research lab techniques or tools [If Applicable]

**Interests:** List activities you enjoy that may spark interview conversation

To help you design a strong resume, OCS offers formatted templates. On the OCS website, search “templates” and click on OCS Guides and Templates. Choose bulleted or paragraph style, fill in your information, and then bring your draft to drop-ins for editing and feedback.

# Resume Template II (paragraph format)

Firstname Lastname

Home Street Address • City, State Zip • youremail@college.harvard.edu • phone number

## Education

### HARVARD UNIVERSITY

Degree, Concentration. GPA [Note: Optional]

Relevant Coursework or Thesis: [Note: Optional. Awards and honors can also be listed here.]

Cambridge, MA

Graduation Date

### STUDY ABROAD [Note: If Applicable]

Study abroad coursework in\_\_\_\_\_.

City, Country

Month Year – Month Year

### NAME OF HIGH SCHOOL

[May include GPA, SAT scores, or academic honors an employer may want to know]

City, State

Graduation Date

## Experience

### ORGANIZATION

#### Position Title

City, State (or Remote)

Month Year – Month Year

Beginning with your most recent position, describe your experience, skills, and resulting outcomes in bullet or paragraph form. [Note: Begin each line with an action verb and include details that will help the reader understand your accomplishments, skills, knowledge, abilities, or achievements. Quantify where possible. Do not use personal pronouns; each line should be a phrase rather than a full sentence.]

### ORGANIZATION

#### Position Title

City, State

Month Year – Month Year

With your next-most recent position, describe your experience, skills, and resulting outcomes in bullet or paragraph form. [Note: Begin each line with an action verb and include details that will help the reader understand your accomplishments, skills, knowledge, abilities, or achievements. Quantify where possible. Do not use personal pronouns; each line should be a phrase rather than a full sentence. Avoiding the use of articles can make your descriptions flow more smoothly.]

## Leadership & Activities

### ORGANIZATION

#### Role

City, State

Month Year – Month Year

[Note: This section can be formatted similarly to the Experience section, or you can omit descriptions for activities. If this section is more relevant to the opportunity you are applying for, consider moving this above your Experience section.]

### ORGANIZATION

#### Role

City, State

Month Year – Month Year

[Note: This section can be formatted similarly to the Experience section, or you can omit descriptions for activities. If this section is more relevant to the opportunity you are applying for, consider moving this above your Experience section.]

## Skills & Interests [Note: Optional]

**Technical:** List computer software and programming languages

**Language:** List foreign languages and your level of fluency

**Laboratory:** List scientific / research lab techniques or tools [If Applicable]

**Interests:** List activities you enjoy that may spark interview conversation



# Write an Effective Cover Letter

Your cover letter is a writing sample and a part of the screening process. By putting your best foot forward, you can increase your chances of being interviewed. A good way to create a response-producing cover letter is to highlight your skills or experiences that are most applicable to the job or industry and to tailor the letter to the specific organization to which you're applying.

	Date of Letter
Use complete title and address (street address is optional if space is limited).	Contact Name
	Contact Title
	Company Name
	Street Address
	City, State, Zip Code
Address to a particular person if possible and remember to use a colon.	Dear _____:
	<b>Opening paragraph:</b> Clearly state why you're writing, name the position or type of work you're exploring and, where applicable, how you heard about the position or organization. A summary statement may work well here by including three reasons you think you would be a good fit for the opportunity.
Persuade the addressee to read your resume. Be brief, but specific.	<b>Middle paragraph(s):</b> Explain why you are interested in this employer and your reasons for desiring this type of work. If you've had relevant school or work experience, be sure to point it out with one or two key examples; but do not reiterate your entire resume. Emphasize skills or abilities that relate to the job. Be sure to do this in a confident manner and remember that the reader will view your letter as an example of your writing skills.
Remind the reader of what you can do for the organization.	<b>Closing paragraph:</b> Reiterate your interest in the position, and your enthusiasm for using your skills to contribute to the work of the organization. Thank the reader for their consideration of your application, and end by stating that you look forward to the opportunity to further discuss the position.
	Sincerely,
	Your name typed

## Some general rules about letters:

- Address your letters to a specific person if you can.
- Tailor your letters to specific situations or organizations by doing research before writing your letters.
- Keep letters concise and factual, **no more than a single page**. Avoid flowery language.
- Give examples that support your skills and qualifications.
- Put yourself in the reader's shoes. What can you write that will convince the reader that you are ready and able to do the job?
- Don't overuse the pronoun "I".
- Remember that this is a marketing tool. Use plenty of action words.
- Have an OCS adviser provide feedback on your letter.
- If converting to a .pdf, check that your formatting translates correctly.
- Reference skills or experiences from the job description and draw connections to your credentials.
- Make sure your resume and cover letter are prepared with the same font type and size.



# Sample Cover Letter

September 1, 2021

Morgan Smith  
Director of Communications  
Jumpstart  
308 Congress Street, 6<sup>th</sup> Floor  
Boston, MA 02110

Dear Morgan Smith:

I am a senior at Harvard College studying History and Literature. I am writing to apply for the Marketing and Communications position at Jumpstart posted in Harvard's Crimson Careers database. I am excited about the field of education, and would welcome the opportunity to bring my strong communication skills, creativity, and marketing experience to your growing team.

Jumpstart's commitment to early education for every child is of particular interest to me because of my passion for youth development. This past summer, I worked as a senior counselor in the Summer Urban Program, which is dedicated to preventing summer learning loss for children in the Boston and Cambridge area. I designed and taught fun, interactive classes to a group of 10 fifth graders, and planned and led local field trips and workshops daily with a junior counselor. Throughout the summer, I consistently strived to create math, science, and reading lessons and activities that were engaging and tailored to my students' needs.

Additionally, in my role as the Director of Marketing for the Social Innovation Collaborative, I led our team in creating a social media strategy to drive our member recruitment efforts and promote our programs and events on platforms including Facebook, Twitter, and Instagram. With so many competing events on campus each day, I had to continually be creative in my approach to developing and delivering content that would be compelling and effective. As a result of my efforts, our group experienced a 20% increase in our membership base and a 15% increase in our social media engagement. I'm excited at the prospect of bringing the skills I developed through this experience to the Marketing and Communications role at Jumpstart.

Thank you for your consideration. I very much look forward to the opportunity to speak with you in person about my interest in this position.

Sincerely,

Alex Crimson