

CAREER FOUNDATIONS WORKSHOPS

[CUNY]
[2X TECH]



CUNY2xTech

- **What is CUNY2x?**

- Launched in 2017 under Mayor Bill de Blasio's New York Works plan
- Doubling (2x) the number of CUNY students graduating annually with a tech-related bachelor's degree and preparing them for careers in the NYC tech industry.

CUNY2x Updates

- **Tech Talent Pipeline Residency (TTPR)**
 - Summer 2025 cohort
 - June 9th - Aug 15th
 - Technical workshops including:
 - JavaScript, React.js, PostgreSQL, Git
 - Career readiness training
 - Mock interviews

Arthur Chisolm

CUNY2xTech - Career/Academic Advisor

- Degree in Mechanical Engineering CCNY (CUNY)
- Worked as an Engineer for 4 years
- Recruiting and sales within the tech industry
- Focused on technical education programs
- Advise students how to secure careers in tech

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Completed Workshops

- Resume: Craft a resume that resonates with tech employers
- Cover Letter: Typical format and how to use AI effectively
- GitHub: Building your digital portfolio
- LinkedIn: Create a profile that opens doors

Upcoming Workshops

- **Today** - **Networking: Making Connections That Lead To Opportunities**
- **4/22** - Applying to Jobs: Tips & Tricks
- **4/29** - Acing The Interview: Behavioral and Technical techniques

CUNY2xTech @ City Tech

Insights Learned:

- Internships - Handshake, New York Jobs CEO Council, CUNY Internships Symplicity
- Where are your projects
- GitHub & Portfolio's
- Map academic journey to graduation

Making Connections That Lead to Opportunities

Strategies for Effective Networking

Why Networking Matters

- **Statistics: 85% of jobs are filled through networking (LinkedIn study)**
 - Networking helps you:
 - Discover job openings
 - Gain industry insights
 - Build long-term professional relationships

Who is Part of My Network?

LinkedIn

- Friends/Family
- Ex-coworkers
- Friends-of-friends who work at companies of interest
- Current employees you do not know
- Ex-coworkers

Ask AI...

“What are some tech networking events in NYC for April 2025”



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Where to Find Events

- LinkedIn
- GitHub
- Eventbrite
- Meetup
- allevents.in
- garysguide.com/events
- pulse.nyc/events

EARLY-BIRD

STANDARD PASS

\$0-25 W/PROMO CODE

Includes:

- * Exhibitor Floor access
- * Seminar access
(if space allows)
- * General networking

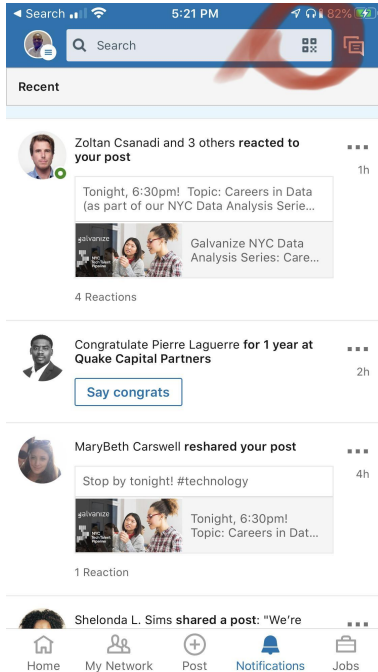
BUY TICKETS

Networking Strategies at Events

- **Before the Event**

- **Take a partner, don't go alone**
- **Research**
- **Set goals**
- **Prepare elevator pitch**
 - *“Hey XXXX, nice to meet you. My name is ARTHUR CHISOLM*
 - *I'm a junior at City Tech majoring in Computer Systems—*
focused on Networking and Security.
 - *I'm really into cybersecurity and just here to check out trends*
in tech.”

Digital Business Card



Networking Strategies at Events

- During the Event
 - Smile, make eye contact, ask questions
 - Look for someone that looks uncomfortable
 - Approach
 - Collect information
 - Move on

Informational Interviews



Informational Interviews

- What are they?
 - Informal conversations
- How to you find people?
 - Identify contacts through LinkedIn
- Prepare Questions
- *“Hi XXXX, I’m impressed by your work at [Company] and would love to learn more about your role. Would you be open to a 15-minute chat?”*

Informational Interview Questions

- Prepare Questions:
 - A. What is your work day like?
 - B. How did you hear about this field, and get your start?
 - C. Please tell me about some of the industry challenges?
 - D. Have you noticed any recent trends?
 - E. What work challenges keep you up at night?
 - F. Can you suggest any books/videos/networking events?
 - G. Any suggestions on who else I can contact to learn more about this industry?

Following Up

- Send a thank you note within 1-2 days
 - Mention something you learned
 - Thanking them for sharing insights

Dear Sarah,

Thank you for taking the time to meet with me and provide insight about launching my career as a Software Developer. I particularly appreciated your suggestion to consider [suggestion: book/video or meetup next week] Thanks to our conversation, I now have a better understanding of the the development world, and some great ideas and contacts to pursue.

I'll certainly keep you posted on my progress!

*Regards,
Arthur*

Following Up (con't)

- How do you stay in touch
 - Share articles
 - Updates on your achievements
 - Congratulate them on theirs!

Building Industry Relationships

- Focus on giving, not taking
- Share resources or insights
- Be consistent, but not overbearing
- Attend meetups/events regularly

Job Applying Process - via Informational Interviews

1. Find a job on the boards
2. Check LinkedIn for connections
3. Connect with 3 people at company (no message)
4. Add to Job Tracker
5. After accepting, send message
 - a. Informational email invite + resume attached
6. No response in 3 days - Apply to Job
 - a. Also connect with 3 more contacts at the company
7. Add to Job tracker