



# The Corporate Affiliates Program & The Team Internship Program

# Jacobs School – Our Mission



- Educate Tomorrow's Technology Leaders.
- Conduct Leading Edge Research and Drive Innovation.
- Transfer Discoveries to Ensure Societal Benefit.

# UC San Diego – A World-Class University

## We Are:

- Student-centered
- Research-focused
- Service-oriented
- Public University

**#1** for Positive Impact

*Washington Monthly, 2015*

**#5** among U.S. best public engineering schools

*U.S. News ranking of Best Global Universities, 2014*

**#7** among U.S. Engineering Schools

*U.S. News ranking of Best Global Universities, 2014*

**#10** Public Engineering School

*US News, Ranking of Graduate Schools, 2015*

**#20** among World-Wide Engineering Schools

*U.S. News ranking of Best Global Universities, 2014*



# Engineering Leadership, Talent, and Technology



**1,800** Engineers enter the  
Workforce every year



**\$160M+** in Annual  
Research Funding Fuels  
Discoveries



**30-50 Inventions**

Licensed by Spin-Outs or  
Corporate Partners per Year



# Student Numbers



8,900

Engineering Students

#1

Largest Engineering School in California

1/3

of UCSD Students are Engineering Majors

23%

Female Engineers (national average is 17.5%)

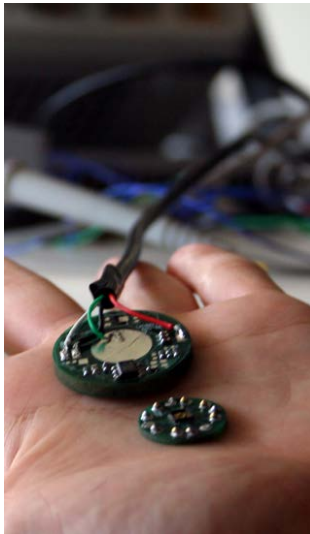
# Jacobs School Academic Departments

Mechanical/  
Aerospace



MAE

Electrical  
Engineering



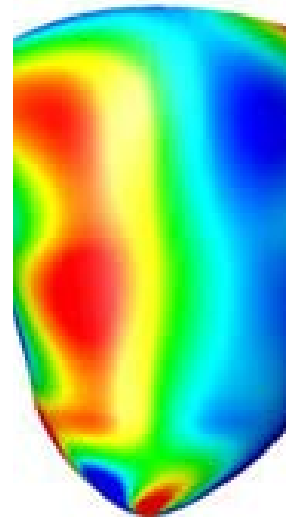
ECE

Computer  
Science



CSE

Bio  
Engineering



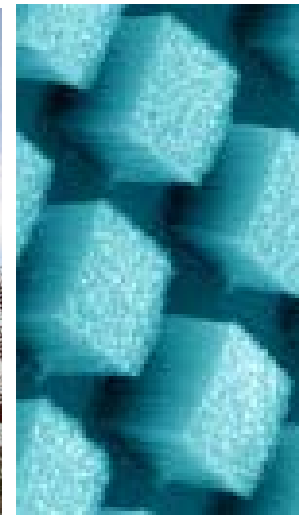
BE

Structural  
Engineering



SE

Nano  
Engineering

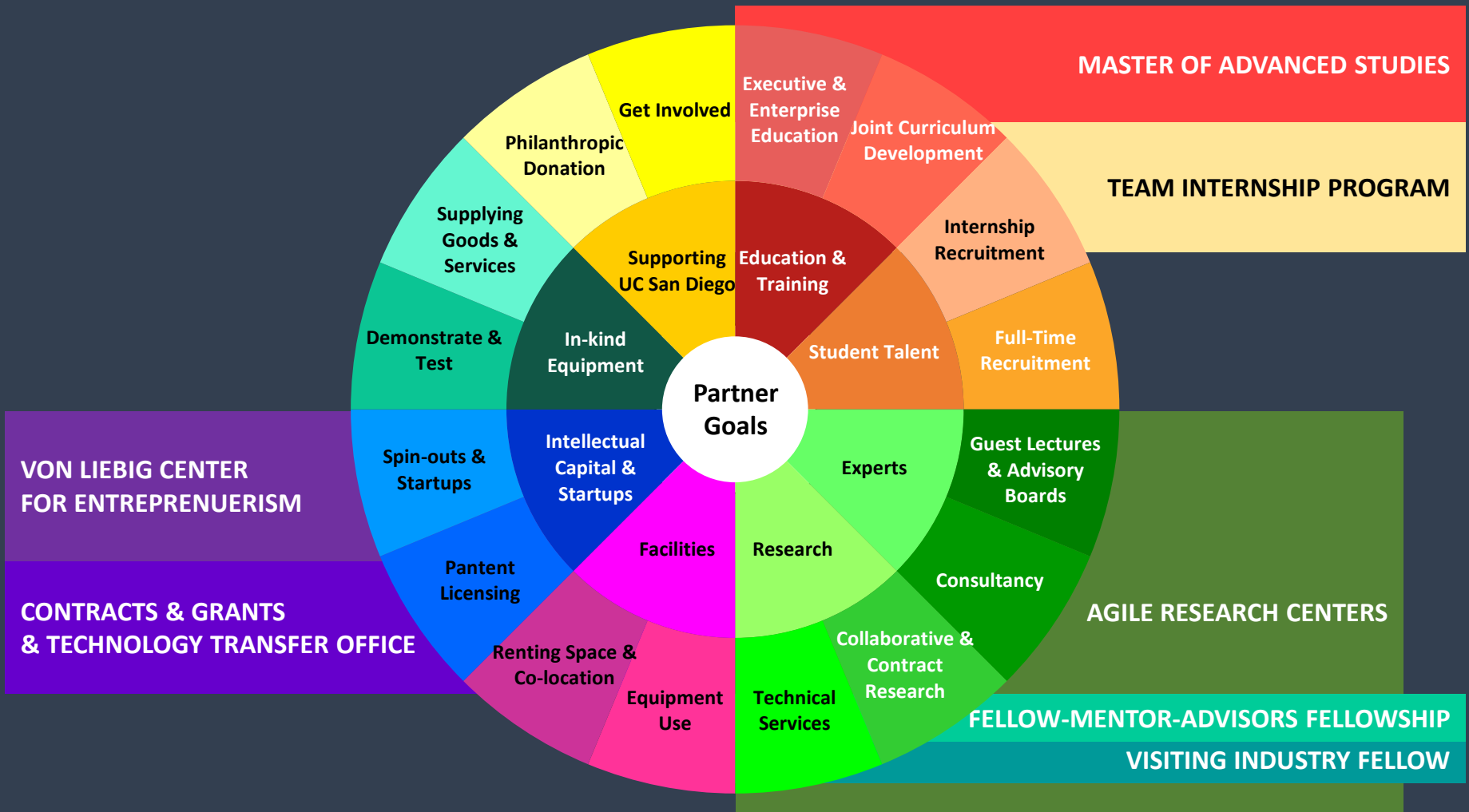


NE

Educating a New Generation of Leaders  
for Tomorrow's Technology Revolution

# Industry Connection into Jacobs School

## CORPORATE AFFILIATES PROGRAM





# Team Internship Program



Placing Teams of Talented Engineering Students with Companies Since 2003!



# What is the TIP Program?

## Jacobs School Student Teams:

- 2-5 members, each with distinct technical experience and training
- Undergraduate, Masters, and Ph.D. Levels
- All engineering majors - we encourage multi-disciplinary teams



## Internship Details:

- Paid Internships
- 10-12 weeks over the summer
- Full-time, i.e., 40 hour/week commitment



# Why TIP?

*We believe team-based internships generate the highest return on investment and the strongest pipeline of talent for industry.*

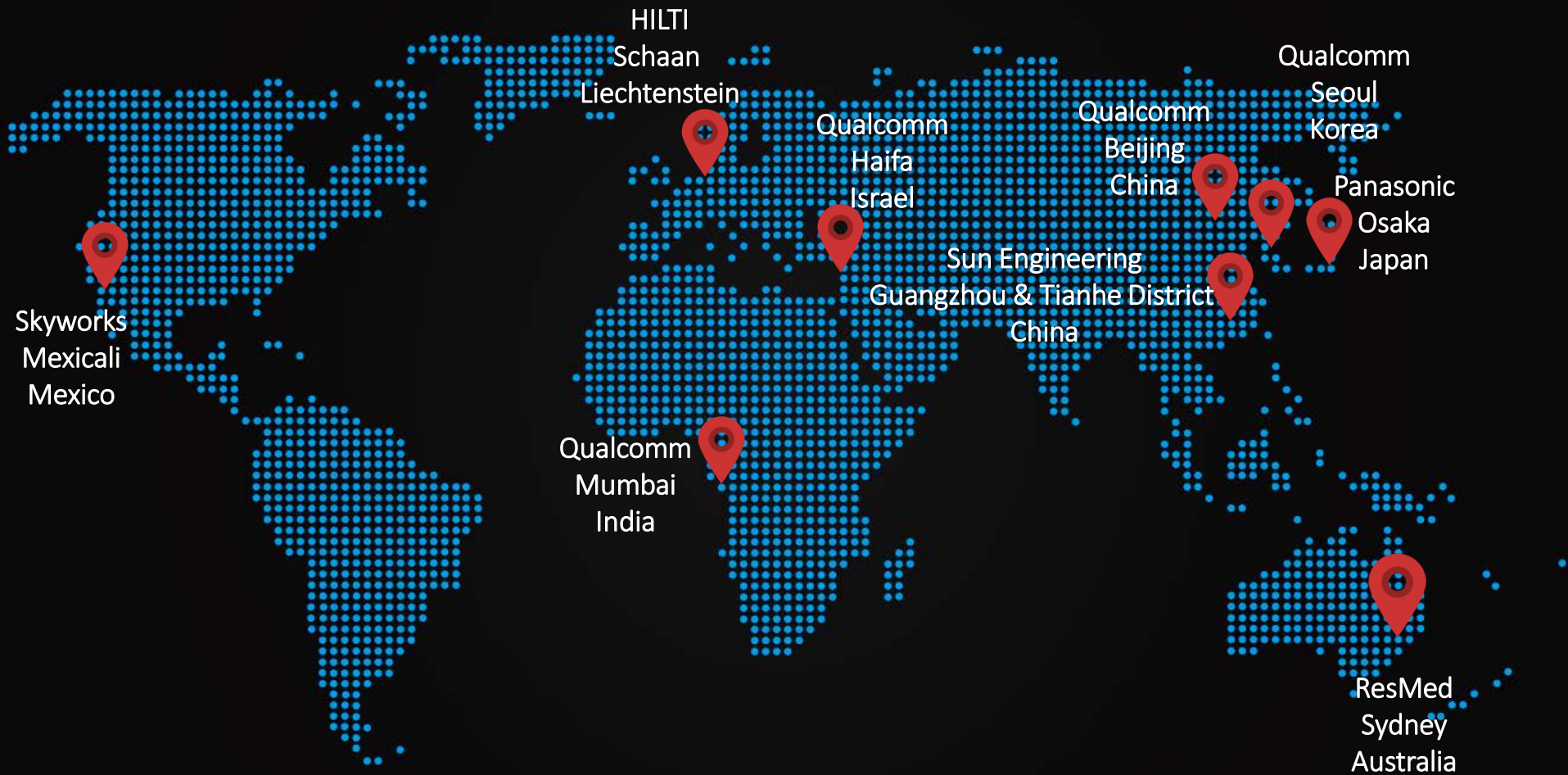
## What We Deliver:

- Advertise projects and target talent
- Pre-screen candidates to meet company criteria
- Training in leadership, team engineering and business etiquette
- End of summer wrap-up event at Fall CAP board meeting

## What Companies Receive:

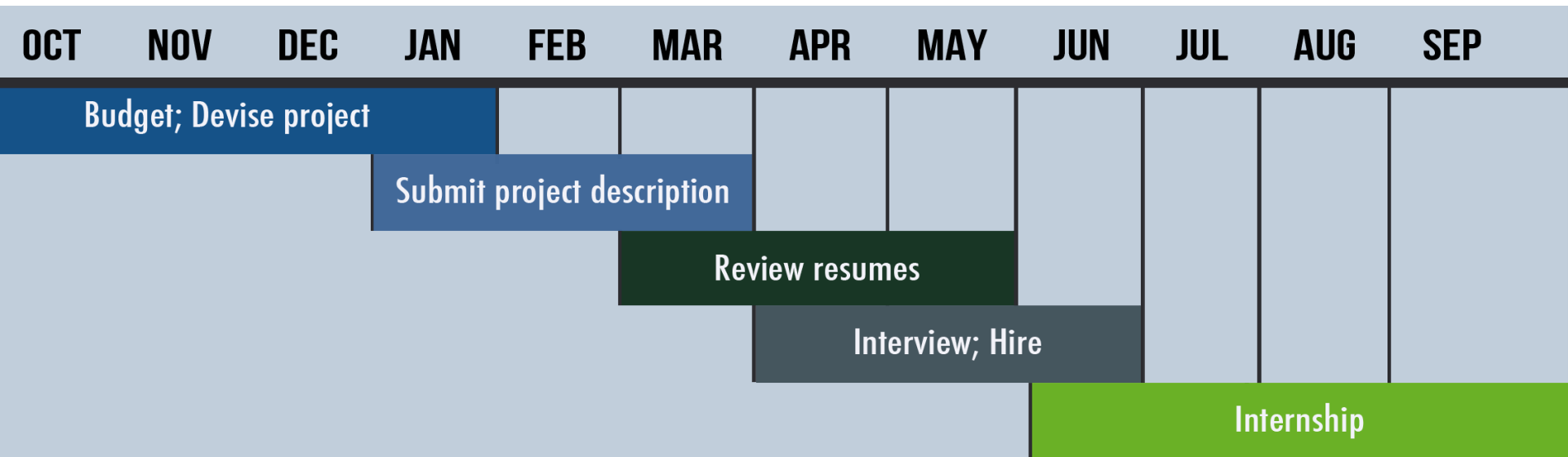
- ✓ Cutting-edge student projects
- ✓ Personalized on-campus marketing and branding
- ✓ Stream-lined recruiting process
- ✓ Greater ROI on internships
- ✓ Reduced cost per hire

# International TIP Teams





# Timeline

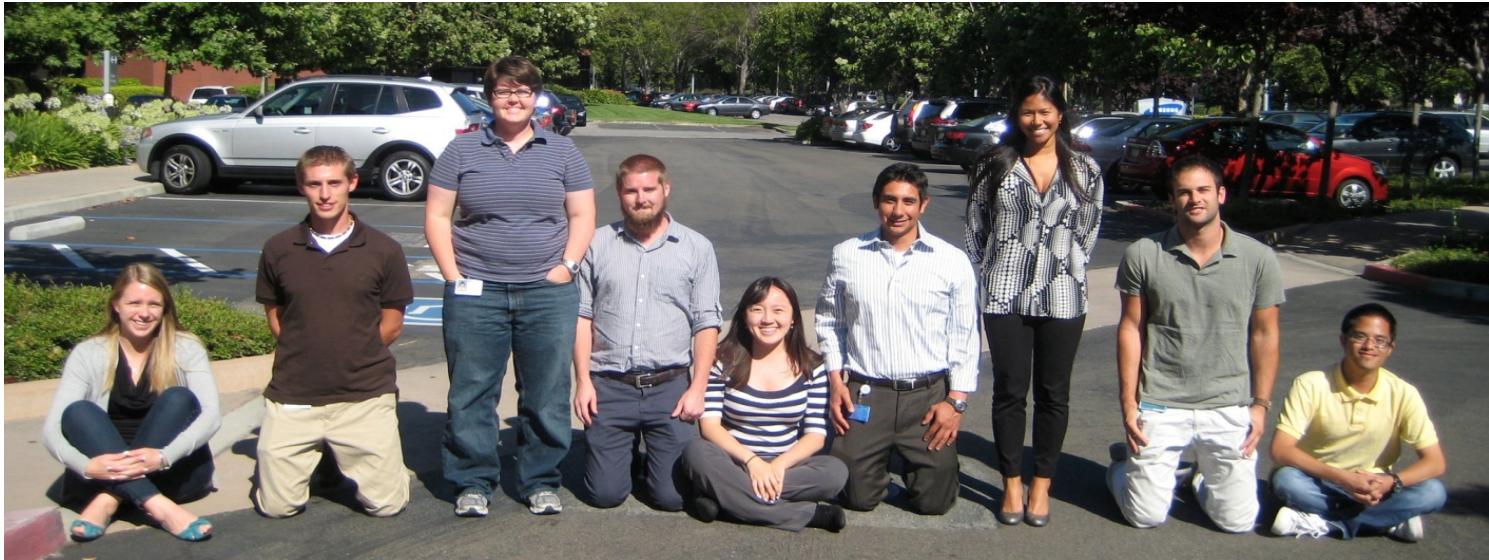


Summer 2016:

46 Companies - 93 Teams - 328 Students

# The Jacobs School Resume Database

- Used by nearly 70 corporate partners for recruitment
- Requirement to apply for TIP
- 6 months of post-graduation exposure



# What does TIP mean for your Future?

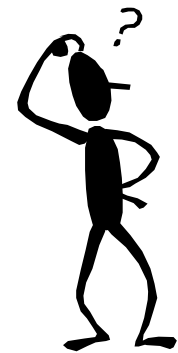
- Unique opportunity to meet & work with a wide variety of team members.
- Build great networking opportunities through current industry professionals.
- The majority of students involved in a TIP summer position were hired by the company at which they worked.





# How do I apply?

- Apply using the Team Internship Website:
- <http://www.jacobsschool.ucsd.edu/tip>
- Review the project list to identify which projects you want to apply for.
- Ensure you have a resume on file in the Jacobs School Resume Database.
- Complete the team internship application.
- Apply for each project via the Jacobs link.



# Technical Resume Writing Workshop



# Foundation of Resume

- Main purpose is to help you get an interview
- Present your accomplishments and skills in an interesting and efficient manner
- Your resume is a marketing tool
  - Know your product (you!)
  - Know your customer (the employer)
- Your resume must sell you to the employer!



# The Basics

- What do you want to do?
- What skills, abilities, and qualities are employers looking for in candidates?
  - Search Job Posts & LinkedIn
  - Highlight keywords
  - Include them in your resume
- Educational achievements
  - Class work, projects, etc.
  - Show off the fact that you attend a top ranked engineering school



# Things to Include

- Internships and work experience
  - Focus on achievements versus just listing your duties
  - How you contributed to the company or project
- Paid or unpaid unrelated experience
  - Focus on **transferable** skills
- [www.jacobsschool.ucsd.edu/student/resume](http://www.jacobsschool.ucsd.edu/student/resume)
  - Great place to start

# Make Yourself Marketable

- Student Organizations
- Internships
- Technical Experience
- Community Service/ Volunteer





# On Campus Organizations

- Graduate Engineering Student Council
- Computer Science Engineering Society (CSES)
- Women in Computing (WIC)
- Diversity Orgs: Society of Women Engineers (SWE)
- National Society of Black Engineers (NSBE)
- Society of Hispanic Professional Engineers (SHPE)
- Honor Societies: Tau Beta Pi & Eta Kappa Nu
- And More!

# Internships & Technical Experience

## Internship options:

- TIP
- TIES

## Technical experience outside of an internship:

- Become a faculty mentee
- Classroom projects
- Student organization projects
- Participate in Hack-a-thons, competitions

# What Recruiters Look For:

- Technical Skills that match the job description
- Transferrable Skills
- Engineering Experience
- Internships
- Student Involvement
- GPA 3.0+ (In Major & Out Major)



# Resume Organization

- Bullets
- Indentation
- Clear titles
- Separation of dates
- All dates in same format
- Separate sheet for references
- Order/Layout
  - Header with contact info
  - Objective
  - Education
  - Skills
  - Relevant Coursework
  - Work/ Internship Experience
  - Academic Experience
  - Leadership Experience
  - Publications and Awards

**Full Name**  
email@clarkson.edu  
Mobile: (123) 555-5555

**Current Address**  
123 Grove Street  
Potsdam, NY 13699

**Permanent Address**  
123 Maple Street  
Buffalo, NY 12345

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**OBJECTIVE**  
An employment opportunity in a Computer Science related field.

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**EDUCATION**

**Clarkson University** – Potsdam, NY      B.S. Computer Science, Mathematics; Minor: Business/Administration  
GPA: 3.5 – Dean's List 6 Semesters      May 2010

**Newcastle University** – Newcastle, NSW, Australia      Study Abroad Exchange Program  
GPA: 90 – High Distinction      Completed: July 2009

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**RELEVANT EXPERIENCE**

**Eastman Kodak Company** – Rochester, NY      May 2008 – August 2008  
**Software Development**

- Led team from many positions in the company in finding and implementing a new bug-tracking solution.
- Investigated current system (Lotus Notes), created requirements for a new tool, conducted meetings and demonstrations of possible solutions, created proposal for recommended course of action, configured and administered the new system (JIRA) after decision was made.
- Created applications for migrating data between systems/databases using C#, XML, and Excel Macros.

**Software Quality Assurance**      May 2007 – August 2007

- Tested new software releases for the Kodak Picture Kiosk.
- Designed and executed test procedures, reported incidents, and worked with databases and Rational software.
- Organized and led meetings of project leaders, developers and QA team members for each original test procedure. Learned to work independently and in a group setting.

**Clarkson Association for Computing Machinery** – Potsdam, NY      September 2007 – Present

- Created and administer the Clarkson ACM Website using Dreamweaver and Photoshop.
- Attend seminars by guest speakers in the computing industry.

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**SKILLS**

- Programming Experience – C++, Java, C#, XML, and Web Development.
- Writing Skills – Ability to efficiently produce concise, organized reports, labs and memos.
- Public Speaking – Finalist in Senior High School Public Speaking Competition. Gained confidence and learned to engage audiences with my creative speeches.

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**EMPLOYMENT**

**Clarkson Writing Center** – Potsdam, NY; Tutor      August 2007 – Present

- Conduct writing conferences with students. Identify weaknesses in organization, development and style. Guide writers in solving the problems.
- Learned valuable interpersonal communication skills by collaborating with students from many fields. Trained in writing and tutoring.

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**TEAMWORK**

- Ski Club      September 2007 – Present
- Intramurals – Captain of Basketball and Softball teams      September 2006 – Present



# What are Soft Skills?

- Unlike hard skills, they relate to a person's ability to interact effectively with coworkers and customers
  - Communication
  - Customer Focus
  - Enthusiasm
  - Positive Attitude
  - Flexibility
  - Leadership
  - Dependability/Reliability
  - Work Ethic
  - Teamwork



"Your job description is fairly simple: Stay in your cubicle and try not to make things worse."

# Format: Overview vs. Objective

## Overview:

Explain Who You Are and What You Want to do

- **Current Masters Student of UC San Diego** with hands-on programming and internship experience.
- **Consistently recommended by professors and internship supervisor** for programming abilities; strong grasp of technologies (e.g., Java, VB, C, C++, SharePoint, HTML and .Net); and attention to detail.
- **Self-starter**, team player, and multi-tasker who consistently exceeds expectations.
- **Seeking an opportunity** with ABC company, allowing me to utilize my education and internship experience while gaining valuable work experience in a team oriented environment.

# Format: Technical Skills

- Make sure to make this section clear and concise
  - \*\*Put this section after education, before *Relevant Coursework*
- EXAMPLE:
  - ***Programming/Languages:*** Java (J2SDK v1.3, J2EE, EJB, Servlets, JSP, Struts, J2ME, JavaBeans, RMI, JDBC, Java Applets); C; C++; Visual Basic; SharePoint; .Net; PHP; MySQL; HTML
  - ***Source Code Control:*** Visual SourceSafe, Ant
  - ***Databases:*** Oracle 8.x/9.x, SQL Server, MS Access
  - ***Design & IDE Tools:*** Rational Rose, UML, WSAD, Visual Café, VJ++, WebLogic
  - ***Office Tools:*** MS Word, Excel, PowerPoint, Outlook, Visio
  - ***Operating Systems:*** Windows 7/Vista/Server 2008, Mac OS X

# Format: Skills & Qualifications

- Highlight soft skills
- EXAMPLE:
  - Proven ability to diagnose, troubleshoot, and resolve technical problems.
  - Exemplary academic record. Graduated with 3.36 G.P.A.
  - Quick learner with strong working knowledge of software, hardware, networking, operating systems, and security applications.
  - Outstanding communication skills; demonstrated background working well with students and co-workers in one-on-one and group settings.
  - Superior analytical and problem-solving abilities, with track record of improving operations.



# Format: Internship/ Work Experience

\*What did you bring to the internship or job that was unique?

## Experience:

ABC Company

San Diego, CA

Computer Programmer Intern

2011 - 2012

- Selected for ten month internship out of more than 150 applicants.
- Handled database and Web site programming tasks (primarily using Java, C, C++, HTML and SharePoint), working an average of 20 hours per week while maintaining a 3.5 GPA.
- Redesigned Internet and intranet pages. Used SEO best practices to optimize Web site for search engine rankings and improved functionality of company database.
- Resolved memory corruption and other technical issues by leveraging strengths in coding, debugging and integration testing.

# Tips & Tricks

- Bullet points showcase **what you accomplished**
- Show how you made a **positive impact**
- Convince the reader to give you a shot
- Use clear, concise, and active language
- **STAND OUT!**



# Tips & Tricks

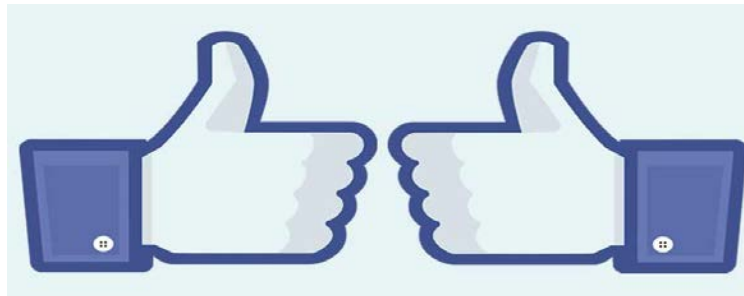
- Making your resume work for you!
  - Action verbs
  - Accomplishment driven statements vs. job duties
  - Highlight transferable skills
  - Show me, don't just tell me!

# Like our CAP Facebook Page to Keep Up to Date!

- Get updated on events like Tech Talks, Hack-a-thons, company office hours, etc.
- Also check out our website for our public events calendar

[www.facebook.com/Jacobs](http://www.facebook.com/Jacobs)

[www.Jacobsschool.ucsd.edu/CAP](http://www.Jacobsschool.ucsd.edu/CAP)





# Any Questions?



# Social Media & Networking



# How Can I Use Social Media Effectively?

- **Join LinkedIn.** LinkedIn provides numerous tools for young professionals. (alumni search, private messaging)
- **Build your network as you go.** Fellow students, professors, family, friends and others can be valuable connections down the road.
- **Find organizations you are interested in.** With minimal effort, you can learn a great deal about an organization's products, services, news and culture.
- **Identify thought leaders.** Analyze the topics and trends. Follow them and make an effort to connect. Be sure you are clear on why you are reaching out.
- **Share content of your own.** Your interactions with organizations can be passive and active. Wise engagement can help you get noticed. Just be sure natural enthusiasm doesn't border into the realm of spam.

# Put Your Best Foot Forward

If a potential employer or new connection visited your Facebook page, would you be happy with what they found? Keep your profile and interactions professional. That means it may be time for an upgrade, or the removal of certain posts or photos. When connecting with someone you have not met personally, your profile will shape their early impressions.



# Networking 101

- **Dress professionally.** Not sure what "business casual" means? Err formal.
- **Research first.** Before networking events, look into organizations and fields of interest. This drives productive conversations, and can impress new contacts.
- **Stay in touch.** Gather contact information to follow up on later. Ideally, mention something you learned from them to establish connection when you do.

# Any Questions?

