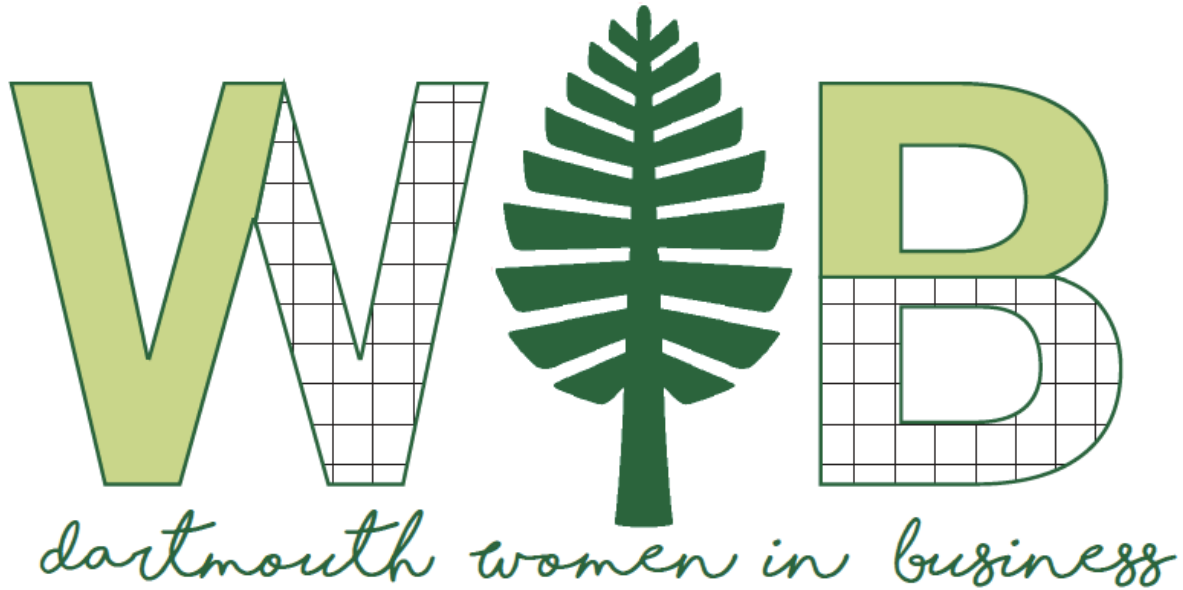


Dartmouth Women In Business

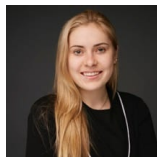
The Inaugural Issue
2019 Spring (March – June)



~ The Exec Board, WIB Meetings, New Projects, Alumni Interview ~

19S WIB Executive Board

There were **19 women** on the Exec Board. We **welcomed first-year students ('22s)** and said **goodbye to the seniors ('19s)**. We have taken on new strategic projects as an Exec Board.



Natalie Garcia ('20): Co-President

Major: Engineering Sciences Modified with Economics

This summer Natalie interned at JP Morgan in the Real Estate Investment Banking Group. Her previous internships include working at a venture capital firm as well as a financial technology real estate company. On campus, Natalie is involved in Alpha Phi, Club Field Hockey and is a tour guide for the Thayer School.



Erika Ogino ('20): Co-President

Major: Computer Science Modified with Mathematics

Minor: French, International Studies

Erika worked as an operations intern at Brighter, a tech company in Santa Monica, CA her freshman summer. This summer she was an intern at Bain & Co. Erika is involved in Smart Women Securities, Kappa Kappa Gamma Sorority and is a TA for CS1.



MK Milway ('20): VP of Operations

Major: Government

Minor: Human-Centered Design

MK is interested in social entrepreneurship and consulting. She spent her freshman summer working at a film studio. Junior year, she interned as a business analyst for a Senegalese company that offers executive and team coaching services. She worked as an Associate Consultant Intern for Bain & Company this summer.



Laura Walk ('20): VP of Corporate Relations

Major: Economics

Minor: Quantitative Social Science, Spanish

Laura has done eCommerce consulting at boutique consultancy FitForCommerce, and investment management at Atalaya Capital Management. This summer, she interned in the Private Equity Group at Goldman Sachs. Laura is an Exec of Smart Women Securities, Director of Humans of Dartmouth, and Philanthropy Chair of Alpha Phi.

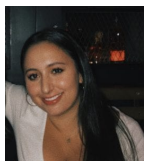


Roshni Dugar ('20): VP of Growth

Major: Government

Minor: Human-Centered Design

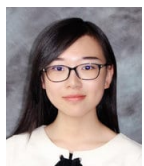
On campus, Roshni is involved in the Dartmouth newspaper's business staff as a Project Manager on the Product Development team. Roshni has interned at a growth equity firm in Boston, a marketing firm in LA and a consulting firm in Washington, DC.



Stella Bernstein ('21): Associates Chair

Major: Quantitative Social Science

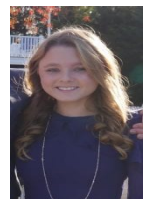
Stella has internship experience in marketing (Viener & Partners), media (National Public Radio), fashion (SemSem), and the non-profit sector (Volunteers of America). She also worked on "From Scratch", a podcast that hosts discussions entrepreneurs. Stella is also a Dartmouth tour guide and member of the Programming Board.



Priscilla Liu ('21): Corporate Relations Chair

Major: Mathematics and Economics

During Priscilla's freshman summer she was an Asset Management Intern at the Caravel Group in Hong Kong. She also interned in the Investment Banking Division of Citi Orient Securities. She is an Undergraduate Advisor and a Portfolio Monitor at the Dartmouth Investment and Philanthropy Program.



Ally Batter ('21): Co-Treasurer

Major: Economics and Psychology

Freshman summer, Ally was enrolled at the London School of Economics while interning for a health tech startup. This past winterim, she worked as a Business Operations intern for Jobcase, in Boston. campus, Ally serves as an EMT for Dartmouth EMS, works for the business staff of The Dartmouth, and is currently enrolled in TuckLAB.



Barabara Yijing Li ('22): Co-Treasurer

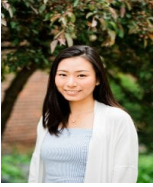
Major: Government and Psychology

Minor: Theater

During winter break, Barbara interned at Emerging strategy – a Shanghai-based consulting firm. On campus, she is an attorney on the Mock Trial Team, a research assistant in the Quantitative Social Science Department, a stage manager for HOP productions, and a member of Dartmouth Chinese Cultural Society.

**Natalie Shteiman ('21): Senior Campus Relations Chair****Major:** Art History modified with Middle Eastern Studies**Minor:** Human-Centered Design

Natalie is interested in pursuing a career in consulting. During spring break, Natalie attended a program at Appian to learn about software engineering. Other than Women in Business, Natalie is a tour guide on campus and part of the Dartmouth Club Running Team.

**Louisa Gao ('22): Junior Campus Relations Chair****Major:** Mathematics**Minor:** Comparative Literature and Economics

Louisa is a freshman interested in finance and marketing. The past summer, she interned at a credit rating firm and learned about asset-backed securities. She previously served as the Co-Tuck Relation Chair for WIB, and she is also a part of the SWS research team for the consumer retail industry.

**Victoria Hoffner ('22): Co-Tuck Relations Chair****Major:** Economics**Minor:** Mathematical Finance

Victoria is interested in actuarial science, insurance, and banking. On campus, she is involved in Smart Woman Securities as the Campus Relations Chair, the Dartmouth Math Society as a writer, and the archery team.

**Paige Xu ('21): Co-Tuck Relations Chair****Major:** Economics and Environmental Studies

Paige is interested in consulting and impact investing. Before college, Paige took a gap year in Cambodia working for an environmental NGO. She is currently the VP of Marketing for Thayer Consulting Club, a consultant at DCG, and the runner of Dartlist. The past summer, she interned at SAP in Singapore.

**Marie Cone LeBeaumont ('21): Mentorship Chair****Major:** Psychology**Minor:** Markets, Management, and the Economy

Marie was a Business Development intern for a health & wellness startup company in Boston. On campus, she is a member of the club powerlifting team, a competitive bikini bodybuilder, and works in the Dartmouth Social Systems psychology lab as a Research Assistant.

**Marina Liot ('21): Alumni Relations Chair****Major:** Economics and Government

Marina was a Business Analyst intern at Adore Me, a fast-growing women's apparel start-up and a Morgan Stanley Freshmen Enhancement Program Intern last summer. She serves on the leadership teams of the Dartmouth Investment Philanthropy Program and West House. In previous terms she was involved with the Dartmouth MUN Conference.

**Mila Escajadillo ('21): Co-Freshmen Outreach Chair****Major:** Economics and Mathematics

Mila is interested in finance and startups, and most recently worked at an e-commerce and logistics startup in Santa Monica, CA. Aside from WIB, on campus she is Chief of Staff for Dartmouth Model UN and her sorority, Chi Delta. In her free time, Mila enjoys yoga, alternative rock music, and traveling.

**Sanjana Dugar ('22): Co-Freshmen Outreach Chair****Major:** History**Minor:** French

Sanjana is involved with the Stonefence Review, the College's literary magazine, and previously served as Undergraduate Mentoring Co-Chair of WIB. This summer, she will be an intern at a boutique consulting firm in Short Hills, New Jersey. She worked as a research assistant in political science at Princeton University.

**Allison Wachen ('22): Co-Public Relations Chair****Major:** Psychology and Government

This summer Allison interned at the American Continental Group (ACG), a government affairs and strategic consulting firm in DC. She is the co-founder of Birthday Cakes 4 Free Montgomery County Chapter (BC4F), a non-profit that donates 200+ cakes a month to financially and socially disadvantaged children and seniors in DC, MD and VA.

**Sng Byon ('22): Co-Public Relations Chair****Major:** Undecided**Minor:** French and Human Centered Design

Sng has completed several marketing internships for IQ LaserVision and Nordstrom. She also interned for her Assemblyman and has worked in California's State Capitol. Outside of WIB, she is involved in Freshman Class Council, Street Soul, and works as a video producer for the Economics Department.

Spring Meetings

We had a total of **nine weekly meetings**, covering a wide range of topics including an overview of business industries, an interview and internship workshop, and tips to maximize a summer internship. Three meetings from 19S are highlighted below.

Week 2: WIB '20s Mentorship Panel

We had **10 WIB mentors**, who are rising seniors, speak about their professional experiences and time at Dartmouth. Through the **WIB Mentoring Program** upperclassmen women serve as advisors and role models to underclassmen women who share similar career goals and interests. During the meeting Associates signed up for the mentorship program that continued throughout the term.



Week 6: Guest Speaker, Jarett Berke



We hosted guest speaker, **Jarett Berke (Tuck '17)**, owner of Lou's. He discussed the **acquisition process** he went through to buy Lou's and how he applies his business background from Tuck to manage Lou's operations. It was a valuable experience for WIB members to hear from Jarett, and we hope to host him again.

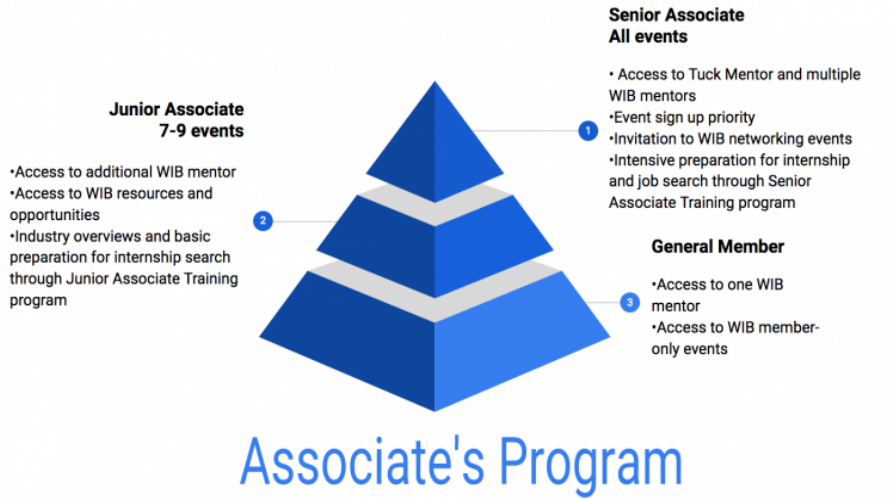
Week 7: Panel with Tuck WIB

We had a panel with **seven members of the Tuck WIB**, with experiences in **consumer retail, engineering, energy, finance, consulting, healthcare, and marketing industries**. These women spoke about their decisions to pursue an MBA and experience working in various industries. We greatly appreciate our partnership with the Tuck WIB and their valuable insights!



WIB Associates Program

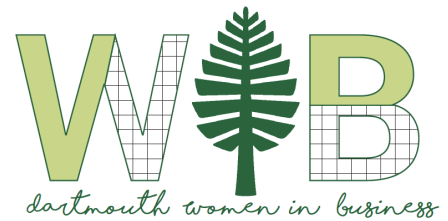
Each term there are three events specifically designed for associates. These events aim to foster a sense of community amongst associates and provide additional information to associates relating to their specific business interests. The Associates Chair organizes these events. Past events have included resume reviews, interview prep sessions, study groups, and more! Associates are selected through an application process. Associates receive access to a Google Drive with interview prep and resume samples, as well as upperclassmen mentors.



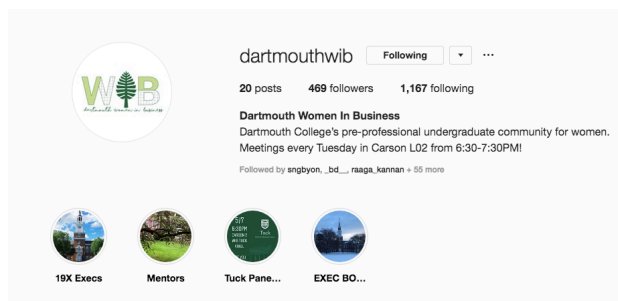
New Branding Initiatives

New Logo

This project occurred during the winter term, with the creative help of Sng Byon, Co-Public Relations Chair. Through a series of discussions amongst the Exec Board regarding colors, formatting, etc. this new logo was created. We thought the lone pine as the “I” was a nice touch.



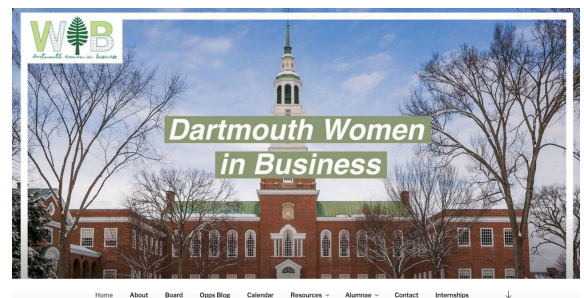
WIB joins Instagram



The account features “WIB Crush Wednesday” and “Motivational Monday.” Sng Byon, Co-Public Relations Chair explained that the goal of the WIB Instagram is to create an easy-to-access platform for people to stay in touch with WIB and get quick reminders about meetings. Sng measures the success of this project by examining if the Instagram account has made WIB more accessible. The Instagram posts and stories are truly a collaborative effort – many WIB Execs play a role in developing content. Please follow @dartmouthwib

New Homepage

Allison and Sng, Website and Public Relations Chairs, have taken on a project of updating the WIB website. This has included a new homepage (shown to the right), new calendar, and blog featuring WIB opportunities.



WIB Alumni Interview with Claire Yao ('16)

Claire Yao ('16) served as Co-President of Women in Business with Jasmine Xu. She interned within Sales and Trading at Goldman Sachs and returned there full time. She pivoted into tech and became a Project Manager at Airbnb, and then transitioned into a new role on the product side at Facebook. Claire is currently a Product Manager at Instagram. We were able to speak with her about her career path and time at Dartmouth.



What would you recommend current Dartmouth students don't miss out on?

"I would recommend not missing out on studying abroad in an area that you are passionate about. Even though the coursework [from the History FSP in London] was not my main academic focus - it was a great experience! My final research project was on economic history, more specifically the Gold Standard. I was able to explore my interest in monetary policy."

As a Co-President of WIB, in what ways did you see WIB grow?

"I loved being a part of WIB, and especially enjoyed meeting like-minded women that formed a helpful sounding board to figure out our careers. As Co-President, I worked to develop the broader community of WIB. In particular, I increased interaction with the Tuck School of Business because there is value in learning from women who have deep industry experience."

What does your current work as a Product Manager at Instagram entail?

"I am currently working on a 'Zero To One' project, which involves starting from scratch, defining a problem, and putting together a plan to build towards our vision. To execute the project at hand, I collaborate with partner teams across the company, engineers, data scientists, and communicate with leadership. Overall, I help identify and drive the team towards the highest impact work and learn how can I build relationships to achieve that goal."

How were you able to switch industries from finance to tech?

"Finance was a great foundation and helped set me up for success in other industries. When I left Goldman Sachs, I made a ton of informational calls with many people about non-technical roles in the tech world. I was able to transfer my skills by not fixating strictly on the skills on my resume, but more qualitative characteristics. Instead, I focus on questions such as - how do you build a healthy culture and empower a team? What was the outcome/impact of your work? I was able to communicate the higher-level skills required to execute a project and lead a team. Overall, the most important thing you can do for yourself is to have a learning mindset, take feedback, and be adaptable."

What advice would you give to WIB members interested in tech?

"During my time at Dartmouth, I was a part of two startup experiences, that required developing and pitching a project in a group. Looking back at my time at Dartmouth I would have taken advantage of more hands-on projects, such as opportunities to work cross-functionally at the Dali Lab."

"Just remember that it takes time to build a career and don't be afraid to explore"

Interviewed Conducted & Transcribed by Marina Liot '21

Give A Rouse!

'19s Post-Graduation Employment

- **Colleen O'Connor: Associate Consultant at Parthenon EY**
 - 18S - 19W Co-President & Mentor, 17F Treasurer
- **Lillian Zhao: Associate Consultant at Bain & Company**
 - 18S - 19W Co-President & Mentor, 17S & 17F Co-Programming Chair
- **Isabel Taben: Associate at IGS**
 - 18S - 19W Vice President & Mentor, 17S & 18W Campus Relations Chair
- **Celine Guan: Consultant at Appian**
 - 18S - 19W Co-Campus/Senior Relations Chair, Treasurer 17S, Campus Relations 17F
- **Annaka Balch: Business Consultant at Applied Predictive Technologies**
 - Co-Tuck Relations Chair 17S & 17F
- **Rebecca Kimball: Investment Banking Analyst at Deutsche Bank**
 - Co-Corporate Relations Chair 17S & 17F
- **Emma Chiu: Analyst at SPMB (Executive Search Firm), 18F - 19W Mentor**
- **Elizabeth Fournier: Business Analyst at McKinsey & Company, 18F - 19S Mentor**
- **Katherine McCreery: Investment Banking Analyst at J.P. Morgan, 18F - 19S Mentor**
- **Kia Amirkiaee: Commercial Banking Analyst at Bank of Montreal**
- **Alisa An: Investment Banking Analyst at Nomura Securities**
- **Cathy Li: Life Sciences Analyst at Huron Consulting Group**

'20s Summer Internship

- **Natalie Garcia: Real Estate Investment Banking Analyst at J.P. Morgan**
 - 19S - 20W Co-President & Mentor, 18X Co-Corporate Relations Chair, 18S Alumni Relations Chair
- **Erika Ogino: Associate Consultant Intern at Bain & Company**
 - 19S - 20W Co-President & Mentor, 18X Co-President, 18F & 17W Co-Website Chair, 18S Associate's Chair
- **Roshni Dugar: Associate Consultant Intern at Bain & Company**
 - 19S - 20W VP of Sponsorships & Mentor, 18X Co-President, 18W Co-Tuck Relations Chair, 17S & 17F Co-Undergraduate Mentoring Chair
- **MK Milway: Associate Consultant Intern at Bain & Company**
 - 19S - 20W VP of Operations, 18X Co-Associates Chair, 18S Co-Programming Chair 18S
- **Laura Walk: Private Equity Summer Analyst at Goldman Sachs**
 - 19S - 20W VP of Corporate Relations & Mentor, 18X Co-Corporate Relations Chair, 17S - 18W Co-Programming Chair
- **Cassandra (Muna) Momah: Global Capital Markets Analyst at Morgan Stanley**
 - 19S - 20W Mentor, Co-Treasurer 18S
- **Sarah Senkor: Summer Associate at EY-Parthenon**
 - Co-Undergraduate Mentoring Chair 17F & 18W, Co-Treasurer 18S
- **Sruthi Pasupuleti: Leverage Finance Investment Banking Intern at J.P. Morgan**
 - 19S - 20W Mentor, 18X Senior Campus Relations Chair, 18S Website Chair
- **Madeline Press: Healthcare Investment Banking Analyst at Goldman Sachs**
 - 19S - 20W Mentor, 18X Treasurer
- **Bethany David: Consumer & Retail Equity Capital Markets Analyst at Citi**
 - 19S - 20W Mentor, Junior Campus Relations Chair 18S, Co-Tuck Relations Chair 18W,
- **Tina Lin: Lumina Intern at Mediaocean**
 - 18X Junior Campus-Relations Chair
- **Angelina Choi: Summer Analyst at Brown Advisory, 19S - 20W Mentor**
- **Isabella Pesavento: Summer Analyst at Bain Capital Credit, 19S - 20W Mentor**

Stay In Touch

Email: women.in.business@dartmouth.edu

Instagram: @dartmouthwib

Website: <https://sites.dartmouth.edu/wib/>

Get Involved with the Alumni Database

We have introduced a new Alumni Tier System! There are three alumni tiers, so you can decide which works best.

Tier One: Minimal Commitment

- Involvement in the Alumni database
- Join WIB Alumnae Facebook & LinkedIn Group

Tier Two: Recruiting Advisors

- Offer tips to current WIB members looking to enter a particular industry
- Submit information for WIB termly newsletter
- Hold events with WIB members if you come to campus

Tier Three: Mentors

- Provide Resume tips and mock interviews
- Serve as mentors to WIB students looking to get into a certain industry

If you are interested in joining a WIB Alumni Tier, please find the registration link on the "Alumnae" tab located on the WIB homepage.



The 19S Exec Board enjoying dinner together

Newsletter created by Marina Liot '21 (Alumni Relations Chair 19S & 19X)

Edited by Natalie Garcia '20, Erika Ogino '20 (Co-Presidents 19S – 20W) & Laura Walk '20 (VP of Corporate Relations 19S – 20W)