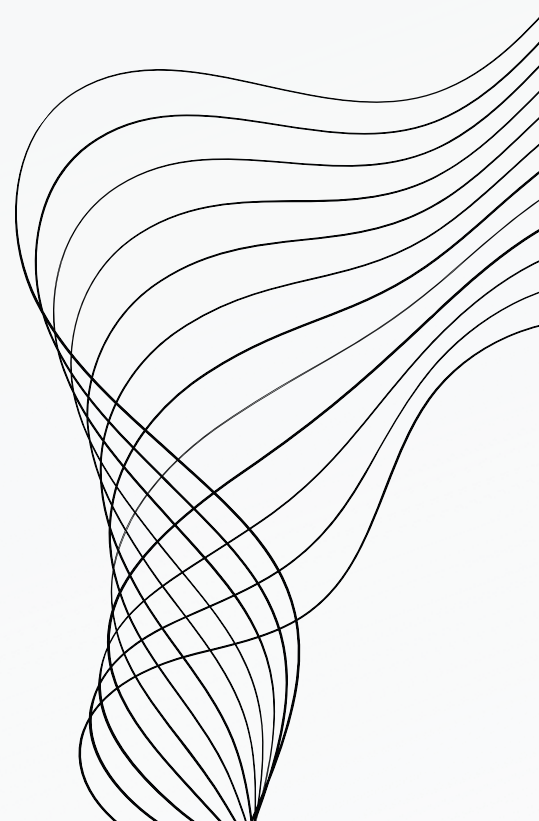




Prospecting Assignment

Hunter Redding



Key Companies



01

Bloomin Brands

02

Brightview

03

Camping World | Good Sam

04

CDW

05

Cross Country Healthcare

06

General Electric – Aerospace

07

Guess?

08

Kellogg (kellanova)

09

Pitney Bowes

10

Progressive Leasing

11

Rite Aid

12

Securian Financial

13

Steel Dynamics, Inc.

14

Viatis

15

Webster Bank

Executive Summary

Common Trends between the Companies

Companies wanted the opportunity to interact with students virtually and in person. The most common factor that I found drawing people to Baylor is the business school's reputation in the workforce.

Major of Interest

Business- ProSales and Finance

Call Conversions

Brightview
CDW

Data Sets

Pitney Bowes
Camping World
Rite Aid
Securian Financial
Guess?
Kellogg (Kellanova)

STRA

Brightview

Data Set

Universities

West Virginia University, Virginia Tech, Brigham Young University, Cal Poly, Penn State, Ohio State, Colorado State, Loyola University Valparaiso University, James Madison, University of MD, Iowa State, Marquette, University of GA, University of CA, George Washington, University of Texas, Texas A & M

Qualities

Sales program / major, high caliber college graduates, Career Fairs, Information Session opportunity, Teach students how to workshop resumes/other activities

Hires 2022-23

between 30-40 internship opportunities, with over 50 job openings, and they want to convert interns to full-time, over 22000 employees

Prospective Hires 2023-24

around 15-20 of their interns

Baylor Grads

N/A

PreCall Plan

Focus on Sales Majors

Wants the opportunity to be in-person on campus
Career Fair opportunities

Teach students how to have a strong resume, interview well, and teach them the possibilities within Brightview / the landscaping industry

Next Steps

Pass the connection with Katie over to the Career Center rep Kristen

Look into ProSales specific information
Find times and opportunities to set up tabling

Work on setting up an information session to teach students



Katie Veltema, Senior Manager, Talent Acquisition

Katie.veltema@brightview.com

(947)205-5166

Career Center Specialist- Kristen Howerton

CDW

Data Set

Universities

Chicago, University of Illinois,
Indiana University, Clemson, North
Carolina, Florida A and M,
Southern Louisiana

Qualities

Sales program, internships
turnover to full-time, technical
major (engineering and
technology), virtual opportunities
to interact

Hired in 2022-23

3-4 interns in Dallas
180 interns across the nation

Prospective Hires in 2023-24

180 interns and turn at least half
to full-time jobs

Baylor Grads

Robert Wang- Manager,
Information Technology Audit
Digital Infrastructure Security
Practice

Elaine Sllvia- Client Executive
Lataysha Keys- Senior Legal
Project Assistant

PreCall Plan

Virtual interaction opportunities

Pricing

Looking for students who are
involved in clubs, part-time jobs, and
extra curriculars

Targets Juniors going into Senior
Year to increase the opportunity for
internship to job conversion

Sales majors and insight on the
Baylor ProSales program

Next Steps

Jalen is receiving the budget for the
upcoming year's recruiting efforts.

He will use Reina as his touch point
and contact with Baylor.

Jalen was very interested in
specifically virtual opportunities
with Baylor and the recruiting
efforts that coincide with this.



Jalen Youmans, Associate Campus
Recruiter

jalen.youmans@cdw.com

Career Center Specialist- Reina Wiseman



APPENDIX

PITNEY BOWES

Recommendations
Continue to reach out to more Talent Acquisition personnel. Angelina was very excited on the phone then went mute, so look into reaching out before/during recruiting season in late summer and fall, provide data representing roughly 40% of people at Baylor come from out-of-state

Preferred Universities
“Yales of the world”, primarily looking for Ivy League

Qualities
Specialization majors, students willing to relocate to their locations, career fair opportunities

Hires
54 students in the fall for an internship

Baylor Grads
N/A

Contact Information

Date
March 4, 2024

Contact
Angelina Isaac- Manger, Early Talent, and Talent Acquisition Programs

Career Specialist
Amine Quorzal



CAMPING WORLD

Recommendations

Reach out to Juan again during a typical recruiting season. They had just closed out and were not looking for new opportunities at this point in time

Preferred Universities

Ohio University, Indiana University, Purdue University, University of Wisconsin, Southern Illinois University, University of Minnesota, University of Iowa, University of Kentucky, Marquette University, DePaul University, Michigan State, University of Buffalo, Brigham Young University, Boise State University, Grand Valley State, University of Louisville

Qualities

Teachability in students, Career Fairs, and opportunities for hands-on student coaching

Hires

Over 50 internship opportunities with over 100 job openings for 2023-24, could not provide the specific numbers on the call

Baylor Grads

Elyse R Thompson- Vice President, Trent Cryer- General Manager, Jeffrey Weeks- Retail Store Manager, Raj Nair- Data Analyst, Elyse Thompson- Vice President

Contact Information

Date

February 19, 2024

Contact

Juan Santoliva- Senior Regional Recruiter

Career Specialist

Lexi English



RITE AID

Recommendations:

Find more contacts and reach out to more people. Those I connected with were not friendly or willing to help

Preferred Universities:

University of Pittsburg, Mercer University, University of Rhode

Qualities:

Looking for students with Pharmacy training, Medical Majors (Biology, Chemistry, etc.), Research status is a plus

Hires:

30-40 for interns, but varies heavily by location

Baylor Grads:

Lisa Hessling- Supervisor, Retail

Contact Information

Date

February 24, 2024

Contact

Mark Iancu- University Relations and Recruitment Professional

Career Specialist

Jessica Fasani



SECURIAN FINANCIAL

Recommendations

Reach out earlier in the recruiting season, they had just finalized their recruiting list and were not interested in learning more at that particular time

Preferred Universities

University of Minnesota, University of St. Thomas, Metro State University, University of Minnesota, University of Wisconsin, Minnesota State University, Century College, St. Cloud State University, Concordia University Hamline University, North Dakota State University

Qualities

Business and communication degrees, involvement on campus, career fairs, opportunities to interact with students before hiring

Hires

Promote from within the organization, around 20-30 intern positions available, offer about 60% of interns a role in full-time

Baylor Grads

John Proper- Attorney and Senior Counsel

Contact Information

Date

April 17, 2024

Contact

Raven Jones- Talent Acquisition Specialist

Career Specialist

Laura Pahmiyer



GUESS?

Recommendations

They are looking for top fashion schools mainly on the East/West coasts. It would be good to capitalize on the success of Baylor's fashion department

Preferred Universities

FIDM, Anadolu University, Humber College, California State University, UCLA, Cal Poly, Fashion Institute of Technology, The Art Institutes, Florida International University, Seneca Polytechnic, Valencia College, George Brown College

Qualities

Tabling opportunities, strong fashion department, willingness to relocate students, fashion majors, and club opportunities

Hires

Around 100 internship opportunities, around 40% receive a full time offer

Baylor Grads

Stasia Kelly Taylor- Store Manager

Contact Information

Date

April 17, 2024

Contact

Lesli Borders- Manager, Talent Acquisition
Corporate Events (North America)

Career Specialist

Lexi English



KELLOGG (KELLANOVA)

Recommendations

Gather all the information to file a proposal for Kellogg. They will not consider a Career Center appointment before evaluating the University.

Preferred Universities

Tecnologico de Monterrey, Michigan State University, Western Michigan University, Kellogg Community College, University of Phoenix, Davenport University, Grand Valley State University, University of Mumbai, Purdue University, Cairo University, Grand Rapids Community College

Qualities

Business majors with specializations in Finance, Global Business, Marketing, Sales, and Supply Chain Research.

Hires

Around 100 interns, but over 5000 apply for the position, prefer promoting from within, but have job openings available to the public and growing each year

Baylor Grads

Ellen E. Hampton- Project Manager and Research and Faculty Special Project Writer, Caleb Gardner- Lecturer, Brian Graf- Sr Sales Representative

Contact Information

Date

April 16, 2024

Contact

Niki Ramrez- Senior Recruiter and Intern and Program Manager, University Relations

Career Specialist

Lexi English



Additional Company Info

Bloomin' Brands

Was not able to make contact with

Cross Country Healthcare

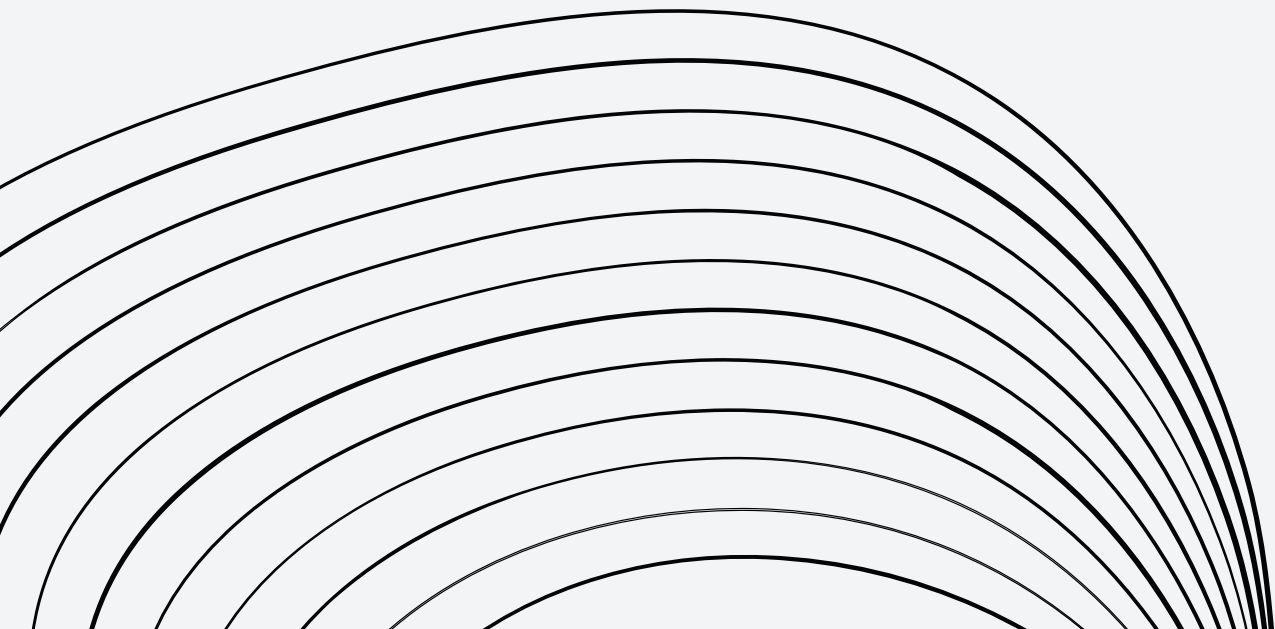
Emailed multiple people in the company and called headquarters 3 times

General Electric- Aerospace

Was not able to make contact with

Progressive Leasing

Emailed multiple people in the company and called headquarters, but they explained that they do not partake in much college recruiting



Additional Company Info

Steel Dynamics, Inc.

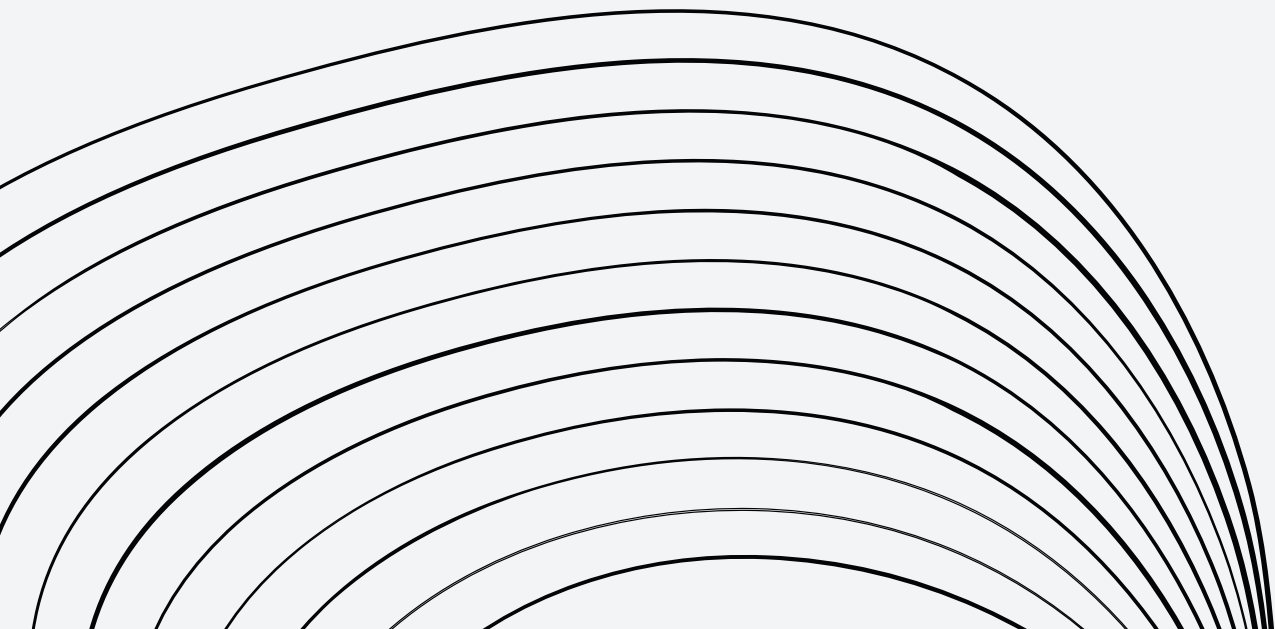
Was not able to make contact with

Viatis

Was not able to make contact with

Webster Bank

Called headquarters and they explained that they do not do college recruiting





CALL REPORT

CALL REPORT #3 for Prospecting Assignment

Sales Champion Expert: Hunter Redding
Call Report as of: 04/30/2024
Phone Appts Booked with Career Services: 2
Phone Appts Completed for Info: 8
Total # Contacts: 97
Total # Contacts Entered into CRM: 16
Avg. # Contacts per Company: 7



#	Company	Name/Title	Contact Info (capture email & phone here)	Date/Notes (Detailed notes on contacts and results)
1	Bloomin Brands	Tanya Tateyama- Field Recruiter	tanyatateyama@bloominbrands.com	2/17- Connected on LinkedIn 2/17- Emailed
2	Bloomin Brands	Terry Koszewnik- Senior Corporate Recruiter	terrykoszewnik@bloominbrands.com	2/17- Connected on LinkedIn 2/17- Emailed
3	Bloomin Brands	Selvia Canty- Corporate Recruiter	selviacanty@bloominbrands.com	2/17- Connected on LinkedIn 2/17- Emailed
4	Bloomin Brands	Candace Nealy- Field Recruiter	candacenealy@bloominbrands.com	2/17- Connected on LinkedIn 2/17- Emailed
5	Bloomin Brands	Vicki Miller- Recruiter	vickimiller@bloominbrands.com	2/28- Emailed
6	Bloomin Brands	Lauren McCann	laurenmccann@bloominbrands.com	2/17- Connected on LinkedIn 2/17- Emailed
7	Bloomin Brands	Hannah Renner- Field Recruiter	hannahrenner@bloominbrands.com	2/28- Emailed
8	BrightView	Scott Williams- Productions	Scott.williams@brightview.com (805)642-9300	2/17- Connected on LinkedIn 2/17- Emailed

		trainer and recruiter and Manager, Hiring and Branch Safety Leader		
9	BrightView	<u>Jeanelle Walker</u> -Senior Recruiter	Jeanelle.walker@brightview.com	2/17- Connected on LinkedIn 2/17- Emailed
10	BrightView	Joseph Medina-Senior Recruiter	Joseph.medina@brightview.com	2/17- Connected on LinkedIn 2/17- Emailed
11	BrightView	Genie Armstrong-Senior Recruiter	Genie.armstrong@brightview.com (614)933-4581	2/17- Connected on LinkedIn 2/17- Emailed 2/28- Left a Voicemail
12	Brightview	Michael Aguiar-Evergreen Senior Recruiter (West)	Michael.aguiar@brightview.com	2/17- Connected on LinkedIn 2/17- Emailed
13	BrightView	<u>Alex Raible</u> - Vice President, Talent Acquisition	a.raible@brightviewhealth.com (513)834-7063	2/28- Connected on LinkedIn 2/28- Emailed
14	BrightView	Jacob Linter-Director, Talent Acquisition	j.linter@brightviewhealth.com (513)493-4995	2/28- Connected on LinkedIn 2/28- Emailed
15	Brightview	Katie <u>Velema</u> - Sr Manager, Talent Acquisition	Katie.veltema@brightview.com (947)205-5166	2/27- Email 2/29-Call – Data Set 3/1- Email 3/3- Email 3/10- Email 3/22- Call with Career Center 3/22- Follow Up email- Pas- <u>soff</u>
16	BrightView	Melody <u>Kral</u> -Sales Talent Acquisition Partner	Melody.kral@brightview.com	2/28- Connected on LinkedIn 2/28- Emailed
17	Camping World	Faith Brownell-Manager,	Faith.brownell@campingworld.com	2/17- Connected on LinkedIn 2/17- Emailed

Recruiting Operations				
18	Camping World	Juan Santoliva- Senior Regional Recruiter	Juan.santoliva@campingworld.com	2/17- Connected on LinkedIn 2/17- Emailed 2/19- Call Data Set 2/19- Email 2/22- Email
19	Camping World	Courtney Wilden- Regional Talent Recruiter	Courtney.wilden@campingworld.com	2/17- Connected on LinkedIn 2/17- Emailed
20	Camping World	James Burns- Corporate Human Capital Recruiter	james.burns@campingworld.com	2/17- Connected on LinkedIn 2/17- Emailed
21	Camping World	Renata Muczynski- Corporate Recruiter	Renata.muczynski@campingworld.com	2/17- Connected on LinkedIn 2/17- Emailed
22	Camping World	Vito Fiore- Director, Recruitment	vfioire@freedomroads.com (847)229-6474	2/28- Connected on LinkedIn 2/28- Emailed
23	CDW	Latasha Keys- Senior Legal Project Assistant	Latasha.keys@cdw.com (847)968-0202	2/15- Connected on LinkedIn 2/15- Emailed
24	CDW	Kathleen Gannon— Manager, University Recruiting and Program Team Intern	Kathleen.gannon@cdw.com (847)465-6000	2/17- Connected on Linked in 2/17- Emailed
25	CDW	Marcelo Mendez- RED Hat Business	Marcelo.mendez@cdw.com	2/15-Connected on LinkedIn 2/15- Emailed 2/17- Emailed 2/27- Emailed

		Development Lead		2/28- Set up a phone call 2/29- Call 3/1- Email 3/3- Email
26	CDW	LuAnn Brocato- Senior Recruiter and IT, Marketing and Talent Acquisition Executive	luanbro@cdw.com (847)371-2311	2/17- Connected on LinkedIn 2/17- Emailed
27	CDW	Thao Nguyen- Recruiting Coordinator	thanguy@cdw.com	2/17- Connected on LinkedIn 2/17- Emailed
28	CDW	Linda Schultz- Recruiting Coordinator	Linda.schultz@siriuscom.com (210)369-0593	2/22- Emailed
29	CDW	Jake LaGasse- Account Manager- Gulf Coast	jakelag@cdw.com (312)705-9514	4/1- Emailed
30	CDW	Jalen Youmans- Associate Campus Recruiter	Jalen.youmans@cdw.com	4/2- Emailed 4/3- Emailed 4/9- Emailed 4/10- Emailed 4/11- Teams Meeting (Data Set) 4/11- Emailed 4/14- Emailed 4/15- Career Center Appt 4/15- Emailed
31	Cross Country Healthcare	Lakisha Hall- Travel Registered Nurse	https://www.linkedin.com/in/lakisha-hall-5861ba49/	2/15- Connected on LinkedIn

32	Cross Country Healthcare	Bertha <u>Futerer</u> - Vice President, Recruitment Operations bfuterer@wgs.corp.com	2/17- Connected on LinkedIn 2/17- Emailed
33	Cross Country Healthcare	Kathleen Salerno- Director, Recruitment ksalerno@cctc.com (561)998-2232	2/17- Connected on LinkedIn 2/19- Emailed
34	Cross Country Healthcare	Stephanie Allaire- Senior Director, Recruitment stephanieallaire@msnhealth.com	2/17- Connected on LinkedIn 2/19- Emailed
35	Cross Country Healthcare	Victoria Daigle- Senior Recruiter Team Lead vdaigle@crosscountry.com	2/17- Connected on LinkedIn 2/19- Emailed
36	General Electric	Andrew <u>Tamagni</u> - Senior Manager, Human Resources Sourcing and Recruiting Andy.tamagni@ge.com +44 1292673000	2/17- Connected on LinkedIn 2/19- Emailed
37	General Electric	David <u>Pesetsky</u> - Senior Aerospace Engineer David.pesetsky@ge.com (864)254-3270	2/17- Connected on LinkedIn 2/19- Emailed
38	General Electric	Richard Connelly- Aerospace Machinist Richard.connelly@ge.com	2/17-Connected on LinkedIn 2/19- Emailed
39	General Electric	Tara <u>DiJulio</u> - Vice President and Chief Communications Officer, <u>GE</u> and GE Aerospace Tara.dijulio@ge.com	2/17- Connected on LinkedIn 2/19- Emailed

40	General Electric	David <u>Pesetsky</u> -Senior Aerospace Engineer	David.pesetsky@ge.com (864)254-3270	2/17- Connected on LinkedIn 2/19- Emailed
41	Guess?	Stasia Kelly Taylor- Store Manager	sktaylor@guess.com	2/15- Connected on LinkedIn
42	Guess?	Elise <u>Borovay</u> -Recruiting Coordinator	eborovay@guess.com (213)765-5531	2/17- Connected on LinkedIn 2/19- Emailed
43	Guess?	Christine Parada- Corporate Recruiter	cparada@guess.com (213)765-3583	2/17- Connected on LinkedIn 2/19- Emailed
44	Guess?	Isadora Ocampo- Corporate Recruiter	iocampo@guess.com (213)765-5529	2/17- Connected on LinkedIn 2/19- Emailed
45	Guess?	Lesli Borders- Manager, Talent Acquisition Corporate Events (North America)	lborders@guess.com (213)765-3076	4/15- Connected on LinkedIn 4/15- Emailed 4/16- Emailed 4/17- Call – Data Set 4/18- Email
46	Guess?	Shemi <u>Pathilchira</u> - Field Recruiter	sipathilchira@guess.com (213)765-7612	2/17- Connected on LinkedIn 2/19- Emailed
47	Kellogg (<u>Kellanova</u>)	Brian Graf- Sales Representative	https://www.linkedin.com/in/brian-graf-ba73893b/	2/15- Connected on LinkedIn
48	Kellogg (<u>Kellanova</u>)	Maria Hernandez- University Relations associate Recruiter	https://www.linkedin.com/in/mariahernandez97/	2/17- Connected on LinkedIn 2/22- messaged on LinkedIn

49	Kellogg (Kellanova)	Reed Smith- Regional Director, Sales and Recruiting	reeds@kelloggins.com	2/17- Connected on LinkedIn 2/19- Emailed
50	Kellogg (Kellanova)	Jacob Smith- Recruiting Coordinator	Smith.jacob@kellogg.com	2/17- Connected on LinkedIn 2/19- Emailed
51	Kellogg (Kellanova)	Jonathan Mendez- Executive Recruiter ad Search Talent Strategy and DEI Global Executive	https://www.linkedin.com/in/jonathanm9/	2/17- Connected on LinkedIn
52	Kellogg (Kelanova)	Niki Ramrez- Senior Recruiter and Intern and Program Manager, University Relations	Niki.ramrez@kellogg.com (269)961-2000	4/15- Connected on LinkedIn 4/15- Emailed 4/16- Called 4/16- Called- Data Set
53	Pitney Bowes	Donna Scheitlin- Director, Talent Acquisition and Corporate and Recruitment Executive	Donna.scheitlin@pb.com (301)918-0450	2/17- Connected on LinkedIn 2/19- Emailed 4/1- Messaged on LinkedIn
54	Pitney Bowes	Adrienna Vigilante- Marketing Senior Manager, Recruitment	Adrienne.vigilante@pb.com (203)351-6376	2/17- Connected on LinkedIn 2/19- Emailed
55	Pitney Bowes	Keith Trout- Manager, Extended	Keith.trout@pb.com	2/17- Connected on LinkedIn 2/19- Emailed

Workforce Recruitment				
56	Pitney Bowes	Mindy Whitcher -Senior Talent Acquisition Executive Recruiter	Mindy.whitcher@pb.com (509)755-5628	2/17- Connected on LinkedIn 2/19- Emailed 2/20- Emailed 2/27- Emailed
57	Pitney Bowes	Kate Grande-Manager, Recruiter	44 3339996145	2/22- Connected on LinkedIn
58	Pitney Bowes	Marilyn Ferreiro - Senior Talent Advisor and Recruitment Executive	(203)794-5739	2/22- Connected on LinkedIn
59	Pitney Bowes	Cynthia Garrison-Regional Recruiter	(713)577-2373	2/22- Connected on LinkedIn
60	Pitney Bowes	Eileen Bednarz -Manager, Talent Acquisition and Recruitment, Financial Services and Corporate Functions Executive	Eileen.bednarz@pb.com (203)922-4308	2/17- Connected on LinkedIn 2/19- Emailed
61	Pitney Bowes	Angelina Isaac-Manager, Early Talent, and Talent Acquisition Programs	Angelina.isaac@pb.com	2/28- Emailed 2/28- Set up a phone call 3/2- Email 3/4- Call- Data Set 3/4- Email 3/10- Email 3/15- Call

				3/20- Call 3/27- Email
62	Progressive Leasing	Megan Adams- Procurement Specialist	Megan.adams@progleasing.com	2/15-Connected on LinkedIn 2/15-Emailed
63	Progressive Leasing	<u>Rochell</u> Watkins- Senior Corporate Recruiter	Rochell.watkins@progleasing.com (801)424-7910	2/17- Connected on LinkedIn 2/19- Emailed
64	Progressive Leasing	Brian Fraley- Senior Corporate Recruiter	Brian.fraley@progleasing.com (801)424-7886	2/17- Connected on LinkedIn 2/19- Emailed
65	Progressive Leasing	Melissa Hale- Lead Corporate Technical Recruiter	Melissa.hale@progleasing.com	2/17- Connected on LinkedIn 2/19- Emailed
66	Progressive Leasing	Erika Wayman	Erika.wayman@progleasing.com	2/17- Connected on LinkedIn 2/19- Emailed
67	Rite Aid	Lisa <u>Hesslink</u> - Supervisor	Lisa.hesslink@riteaid.com	2/15- connected on LinkedIn 2/15- Emailed
68	Rite Aid	Amber <u>Barni</u> - Director, University Relations and Recruitment Professional	Amber.j.barni@riteaid.com (253)862-6401	2/17- Connected on LinkedIn 2/19- Emailed
69	Rite Aid	Laura <u>Salomoni</u> - Regional Pharmacy University Relations Recruiter and Recruitment Professional	Laura.salomoni@riteaid.com	2/17- Connected on LinkedIn 2/19- Emailed

70	Rite Aid	Marcus Weaver- University Relations and Recruitment Professional	Marcus.weaver@riteaid.com	2/17- Connected on LinkedIn 2/19- Emailed
71	Rite Aid	Kendall Brew- University Relations and Recruitment Professional	Kendall.brew@riteaid.com	2/17- Connected on LinkedIn 2/19- Emailed
72	Rite Aid	Mark Iancu- University Relations and Recruitment Professional	Mark.j.iancu@riteaid.com	2/22- Connected on LinkedIn 2/22- Emailed 2/24- Call Data Set 2/24- Emailed 3/1- Emailed
73	Rite Aid	Abrar Chowdhury- University Relations and Recruitment Professional	Abrar.chowdhury@riteaid.com	2/22- Connected on LinkedIn 2/22- Emailed
74	Rite Aid	Rick Nish- University Relations and Recruitment Pharmacy Professional	Rick.nish@riteaid.com	2/22- Connected on LinkedIn 2/22- Emailed
75	Securian Financial	John Proper- Legal Counsel	https://www.linkedin.com/in/johnproper/	2/15- Connected on LinkedIn
76	Securian Financial	Susan Wagner- Manager, National Recruiting	Susan.wagner@securian.com (651)665-5734	2/17- Connected on LinkedIn 2/19- Emailed
77	Securian Financial	Kate Errickson- Talent Acquisition	https://www.linkedin.com/in/kate-errickson-403b0a33/	2/17- Connected on LinkedIn

		Consultant-Campus Actuarial Recruitment		
78	Securian Financial	Emily McDonald- Recruiter and Recruitment Advisor	Emily.mcdonald@securian.com	2/17- Connected on LinkedIn 2/19- Emailed
79	Securian Financial	Jon Ingram- Financial Recruitment Advisor and Recruiter	Jon.ingram@securian.com (610)789-2460	2/17- Connected on LinkedIn 2/19- Emailed
80	Securian Financial	Kate Errickson- Early Career and Actuarial Recruitment	Kate.errickson@securianfinancial.com	4/1- Connected on LinkedIn 4/1- Messages on LinkedIn 4/1- Emailed
81	Securian Financial	Raven Jones- Talent Acquisition Specialist	Raven.jones@securian.com (651)665-5750	4/15- Connected on LinkedIn 4/15- Emailed 4/16- Emailed 4/17- Emailed 4/17- Called- Data Set 4/18- Emailed
82	Steel Dynamics, Inc	Miguel Alvarez- Senior VP, Metals Recycling	Miguel.alvarez@omnisource.com (206)469-4348	2/18- Connected on LinkedIn 2/19- Emailed
83	Steel Dynamics, Inc	Theresa Wagler- Executive Vice President and Chief Financial Officer	Theresa.wagler@steeldynamics.com (260)969-4567	2/18- Connected on LinkedIn 2/19- Emailed
84	Steel Dynamics, Inc	Joe Crawford- Vice President and General Manager	jcrawford@steeldynamics.com (540)342-1831x245	2/18- Connected on LinkedIn 2/19- Emailed

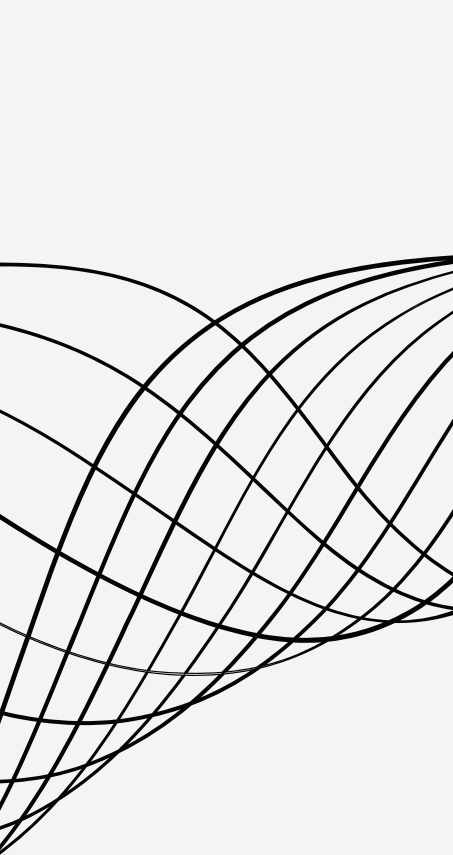
85	Steel Dynamics, Inc	John Nolan- Vice President and General Manager	John.nolan@steeldynamics.com	2/18-Connected on LinkedIn 2/19- Emailed
86	Steel Dynamics, Inc	Jordan Breiner- Vice President and General Manager	Jordan.breiner@steeldynamics.com (260)868-8308	2/18- Connected on LinkedIn 2/19- Emailed
87	<u>Viatis</u>	April Bloch- Chief of Staff	April.bloch@viatis.com	2/15-connected on LinkedIn 2/15-Emailed
88	<u>Viatis</u>	Ciara O'Brien- Regional Senior Talent Acquisition Partner and Recruitment Executive (EMEA)	Ciara.obrien@viatis.com (724)514-1800	2/17- Connected on LinkedIn 2/19- Emailed 2/28- Left a voicemail
89	<u>Viatis</u>	Beverly Davis- Associate Scientist	(210)476-8100	2/15-Left a Voicemail
90	<u>Viatis</u>	Laura Del Sordo- Talent Acquisition Partner (Americas)	Laura.delsordo@viatis.com (304)554-4713	2/17- Connected on LinkedIn 2/19- Emailed
91	<u>Viatis</u>	Eric Westbrook- HR Mergers and Acquisitions Senior Director, Global Benefits	Eric.westbrook@viatis.com (724)514-1415	2/17- Connected on LinkedIn 2/19- Emailed
92	Webster Bank	Deborah Thorpe- Contact Recruiter	https://www.linkedin.com/in/deborah-thorpe-2ab0571/	2/18- Connected on LinkedIn 2/19- Emailed
93	Webster Bank	Latoya Laklouchiche-	llaklouchiche@websterbank.com	2/19- Emailed

		Talent Acquisition Recruiter		
94	Webster Bank	Elisabeth Morin-Senior Talent Acquisition Partner	emmorin@websterbank.com (203)578-2331	2/18- Connected on LinkedIn 2/19- Emailed
95	Webster Bank	Sandra Vekazquez-Talent Acquisition Partner	svelazquez@websterbank.com	2/18-Connected on LinkedIn 2/19- Emailed
96	Webster Bank	Lynn Thompson-Director, Talent Acquisition	lhthompson@websterbank.com (203)578-2242	2/18- Connected on LinkedIn 2/19- Emailed
97	Webster Bank	Michelle Rivera-Contact Recruiter	mriviera@websterbank.com (203)578-2202	2/28- Connected on LinkedIn 2/28- Emailed

Email template:

#1

My name is Hunter Redding, and I am a student at Baylor University majoring in Professional Selling. In our program at Baylor, we're reaching out to companies like _____ that we think could benefit from connecting with our career center.



Thank you in advance for contributing to my learning, and I look forward to the possibility of working with _____!

Please let me know when you are available for a quick introductory phone call!

Warm regards,
Hunter Redding

#2

My name is Hunter Redding, and I am a student at Baylor University, currently pursuing a degree in Professional Selling.

At Baylor, we prioritize cultivating strong relationships with industry leaders like _____ to enhance the professional development opportunities available. As part of my program, I am reaching out to explore how Baylor's Career Center can support _____ college recruiting efforts, and vice versa.

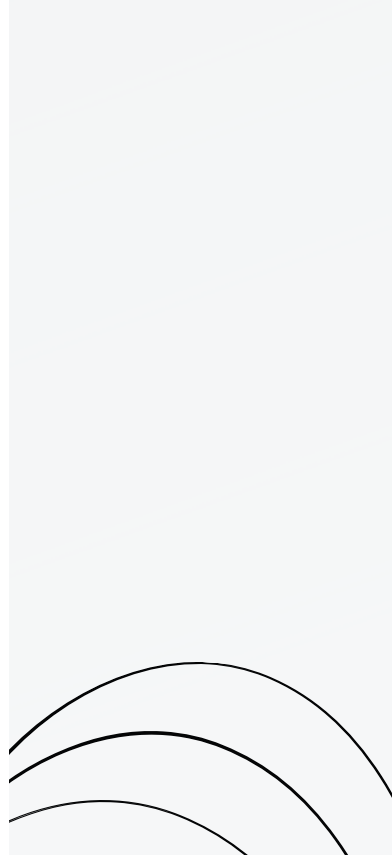
I would be honored to schedule a brief introductory phone call at your earliest convenience to discuss potential collaboration opportunities further.

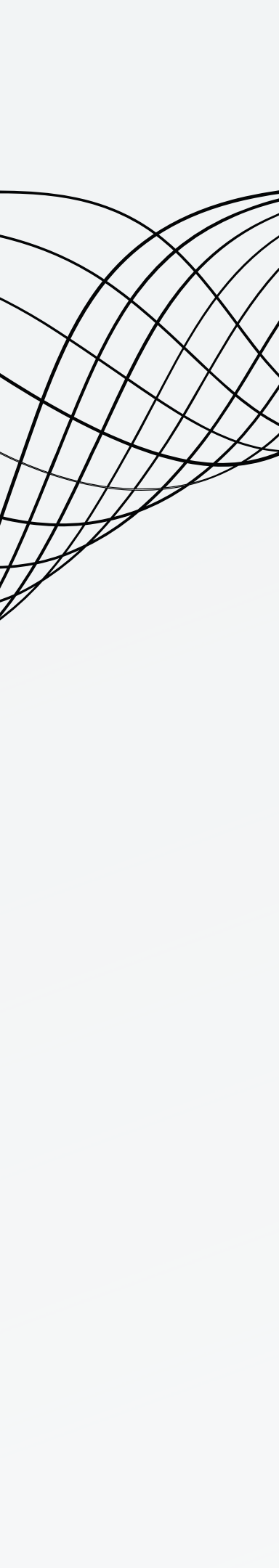
Thank you for considering this partnership opportunity. I am genuinely excited about the possibility of collaborating with _____ and contributing to the professional growth of both our students and your organization.

Warm regards,
Hunter Redding

#3

Hi ____!





I'm a student at Baylor University and am reaching out since several of my peers and I are curious about career opportunities at ____! I saw on LinkedIn that you are experienced in recruiting at ____ and would love to hear your story on what has kept you at this company!

I am majoring in Professional Selling and have the opportunity this semester to connect companies of interest with free opportunities to gain visibility on campus.

I would love to learn more about what a career at ____ looks like and have a conversation with you about how you are recruiting early talent!

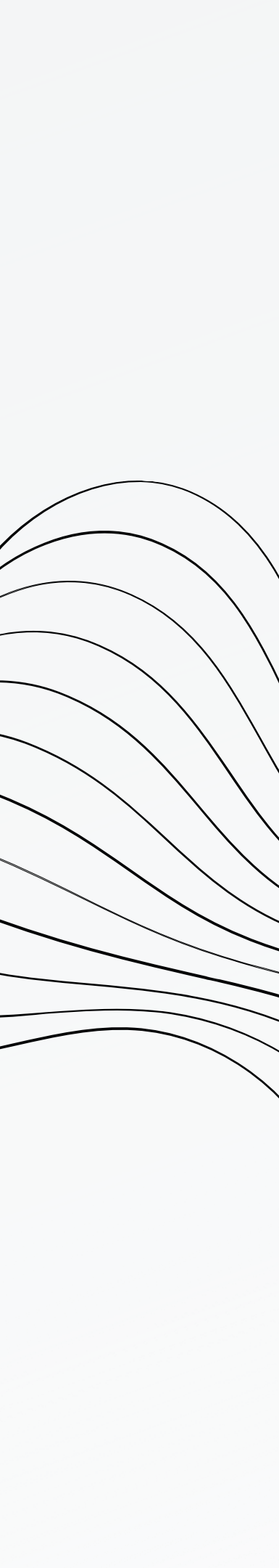
Warm Regards,

Hunter Redding

Call Template

#1

Hi ____ My name is Hunter Redding and I am a student at Baylor University studying Professional Selling. At Baylor, we prioritize cultivating strong relationships with industry leaders like _____. Let's set up a time to discuss a future partnership between ____ and Baylor University. Please give me a call back at 503-601-9748. I look forward to connecting and hope you have a great rest of your day.



Data Sets

1. Pitney Bowes

a. Preferred Universities

- i. “Yales of the world”, Ivy league

b. Qualities

- i. Locations correlating with majors
- ii. Variety of specialization majors
- iii. Career Fair opportunities
- iv.

c. College Hires

- i. 54 for fall semester internship

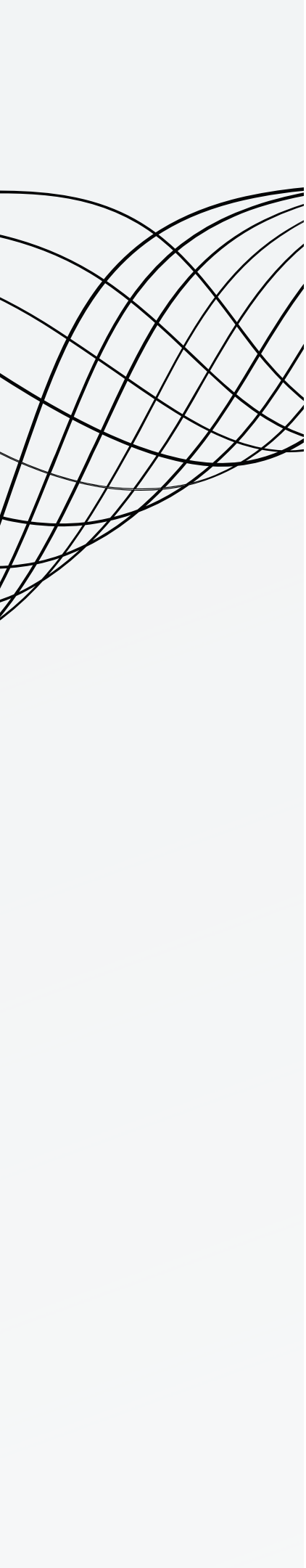
d. Baylor Alumni

- i. None

2. Brightview—Career Center appt with Katie Veltema

a. Preferred Universities

- i. West Virginia University
- ii. Virginia Tech
- iii. Brigham Young University
- iv. Cal Poly
- v. Alamance community College
- vi. Cuyahoga Community College
- vii. Penn State
- viii. Ohio State
- ix. Colorado State
- x. Loyola University
- xi. Valparaiso University
- xii. James Madison

- 
- xiii. University of MD
 - xiv. Iowa State
 - xv. Marquette
 - xvi. University of GA
 - xvii. University of CA
 - xviii. George Washington University
 - xix. University of TX
 - xx. Texas A&M

b. Qualities

- i. Dependable
- ii. Leadership Examples
- iii. Interested in Sales
- iv. Career Fair opportunities
- v. Speak infront of students

c. College Hires

- i. 22000 employees
- ii. 30-40 interns
- iii. Hiring range depends on the location

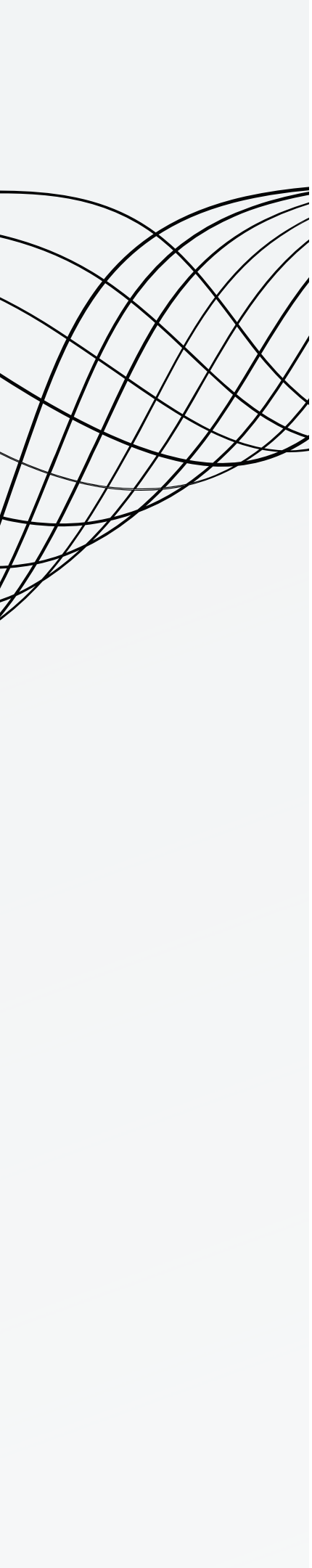
d. Baylor Alumni

- i. None

3. Camping World

a. Preferred Universities

- i. Ohio University
 - ii. Indiana University
 - iii. Purdue University
 - iv. University of Wisconsin
 - v. Southern Illinois University
 - vi. University of Minnesota
- 

- 
- vii. University of Iowa
 - viii. University of Kentucky
 - ix. Marquette University
 - x. DePaul University
 - xi. Michigan State
 - xii. University of Buffalo
 - xiii. Brigham Young University
 - xiv. Boise State University
 - xv. Grand Valley State
 - xvi. University of Louisville

b. Qualities

- i. High caliber college graduates
- ii. Teachability in students
- iii. Career Fairs
- iv. Info Sessions
- v. Opportunities to coach students through resumes and other activities

c. College Hires

- i. Around 50 internship opportunities
- ii. Over 100 job openings for 2023-24

d. Baylor Alumni

- i. Elyse R. Thompson
 - 1. Vice President
 - ii. Trent Cryer
 - 1. General Manager
 - iii. Jeffrey Weeks
 - 1. Retail Store Manager
 - iv. Raj Nair
- 

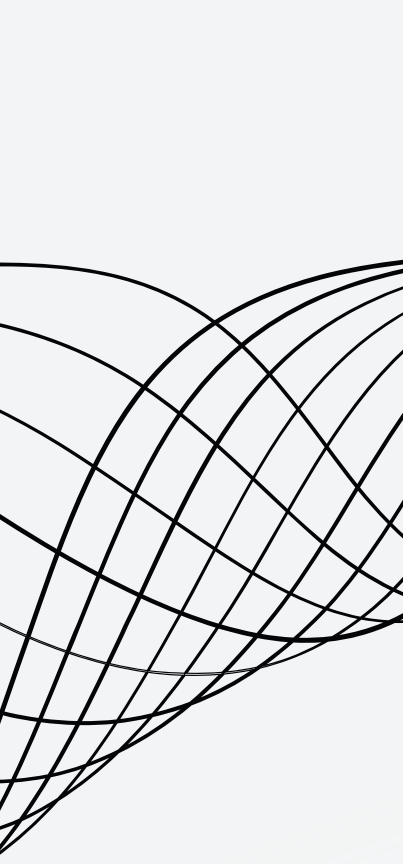
- 1. Data Analyst
- v. Elyse Thompson
- 1. Vice President

4. Rite Aid

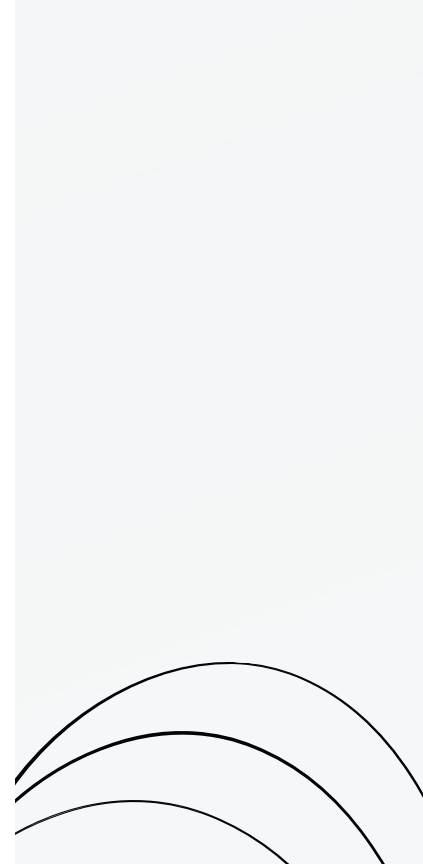
- a. Preferred Universities
 - i. University of Pittsburg
 - ii. Mercer University
 - iii. University of Rhode Island
 - iv. Looking for pharmacy training and majors that correlate with medicine
- b. Qualities
 - i. Medical majors (Biology, Chemistry, etc.)
 - ii. Opportunities to speak/ lead a lecture in a classroom
 - iii. Research status
 - iv. Strong base in science
 - v. Reputable programs
- c. College Hires
 - i. 30-40 for interns but varies by location
 - ii. Focus on Science majors
- d. Baylor Alumni
 - i. Lisa Hesslink
 - 1. Supervisor, Retail

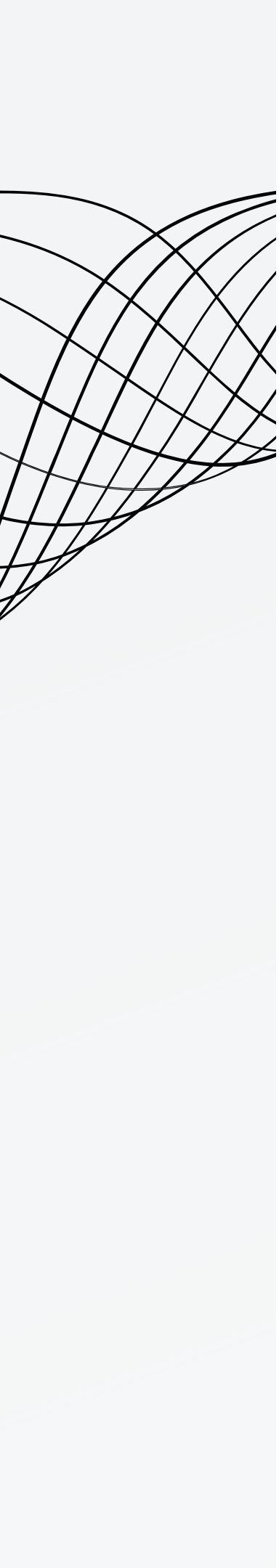
5. Guess

- a. Preferred Universities
 - i. FIDM
 - ii. Anadolu University
 - iii. Humber College
 - iv. California State University

- 
- v. UCLA
 - vi. Cal Poly
 - vii. Fashion Institute of Technology
 - viii. The Art Institutes
 - ix. Florida International University
 - x. Seneca Polytechnic
 - xi. Valencia College
 - xii. George Brown College
 - b. Qualities
 - i. Tabling opportunities
 - ii. Strong Fashion Department, typically wants to work on the East/West coast
 - c. Hired
 - i. Around 100 interns and then pull full-time college grads from that pool
 - d. Baylor Grads
 - i. Stasia Kelly Taylor- Store Manager

6. Kellogg (Kellanova)

- a. Preferred Universities
 - i. Tecnologico de Monterrey
 - ii. Michigan State University
 - iii. Western Michigan University
 - iv. Grand Valley State University
 - v. Kellogg Community College
 - vi. University of Phoenix
 - vii. Davenport University
 - viii. University of Mumbai
 - ix. Purdue University
 - x. Cairo University
- 

- 
- xi. Grand Rapids Community College
 - b. Qualities
 - i. Business Majors of Headquarters: Finance, Global Business, Sales, and Supply Chain research experts
 - c. Hires
 - i. Around 100 interns
 - ii. Over 5000 apply for their positions globally
 - iii. Promote internships for college graduates
 - d. Baylor Grads
 - i. Ellen E. Hampton- Project Manager and Research and Faculty Special Project Writer
 - ii. Caleb Gardner- Lecturer
 - iii. Brian Graf- Sr Sales Representative
- 