

Identifying and Communicating Roles and Skills Outside the Academy

February 28, 2018

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**Loyola University Chicago
Career Development Center**

These materials were presented as part of a workshop series on career development. Included here are:

1. Skill Scan description list
2. Skills and career options – Skill Scan
3. Grad resume examples for various careers
4. Harvard CV to Resume examples

For more information and help on planning your post-graduate studies career please contact Loyola's Career Development Center.

Analytical

Analysis/ Problem Solving	Analyze	Examine data, ideas, objects, concepts or problems and draw appropriate conclusions.
	Research	Investigate and gather information from a variety of sources.
	Solve Problems	Discover the source of a problem and generate an appropriate solution.
Information/ Data Management	Evaluate	Assess the value of a service, product or an idea.
	Categorize/Classify	Organize information or objects into groups or classifications.
	Manage Data or Records	Collect, maintain and retrieve data using appropriate methods, procedures or technologies.
Comput- ational/ Quantitative	Budget	Allocate and schedule expenditures of money, time and resources in executing a plan.
	Forecast	Use numbers, data and trends to anticipate risks and opportunities.
	Compute	Calculate and measure quantifiable data to provide useful information.
	Estimate	Make rough calculations and approximate measurements.

Creative

Intuitive	Brainstorm	Generate many ideas, options or possibilities without making a judgment or evaluation.
	Demonstrate Foresight	Anticipate future trends or possibilities and their implications.
	Use Intuition	Recognize and use insight gained through feelings, sensations and visual images.
Inventive	Conceptualize	Conceive new or creative ideas, methods, structures, models or assumptions.
	Design	Develop ideas into a unique form; invention, program, product, artwork or written form.
	Synthesize/Integrate	Combine separate parts or elements to form new ideas, concepts, theories or approaches.
	Visualize	Use imagination to picture how something will look.
Artistic/ Aesthetic	Author/Compose	Use the written word or notes to create an original literary or musical work.
	Create Images	Use variety of media to express ideas through graphic design, photography, painting or other physical forms.
	Perform	Express Artistic talent to an audience through singing, dancing, speaking, acting or playing a musical instrument.

Physical/Technical

Visual/ Motor	Body Coordination	Demonstrate physical agility, strength, balance and stamina.
	Hand Dexterity	Use hands with skill and precision in performing work, using tools, equipment and instruments.
	Observe	Detect and monitor changes in objects, actions, information and events.
Build/ Structure	Build/Construct	Manipulate tools and equipment to assemble objects, parts or structures.
	Restore/Renovate	Renew and repair object to original condition.
	Sketch/Draw	Draft plans, pictures or diagrams to convey ideas or information.
Equipment/ Technology	Inspect/Test	Examine and evaluate performance against a standard.
	Install	Set up, position and adjust equipment, machines or software for use.
	Operate Equipment	Control, adjust and maintain the operation of mechanical or electronic products or equipment.
	Repair	Diagnose and correct malfunction in mechanical or electronic equipment.

Relationship

Core Relationship	Collaborate	Work together with peers or clients in contributing to a group effort.
	Demonstrate Social/Cultural Sensitivity	Recognize, respect and work with individual differences. Value contributions from all.
	Resolve Conflict	Address issues with individuals, clients or group members to arrive at a mutually satisfactory outcome.
Support/Service	Advocate	Enlist support to advance the goals of an individual, organization, initiative or cause.
	Provide Care & Support	Provide emotional support, practical assistance and resources to improve the attitude, health or welfare of others.
	Serve as a Liaison	Connect individuals, groups or organizations to enhance communication and build alliances.
	Serve Clients & Customers	Assess and resolve customers' problem or need. Strive to meet or exceed expectations.
Counsel/ Teach	Counsel	Clarify issues; provide guidance, support and resources in personal decision-making and goal setting.
	Facilitate Groups	Guide group interaction to reach an agreement, accomplish a task or fulfill the needs of group members.
	Train/Instruct	Teach or explain specialized knowledge using appropriate methods and technologies.

Communication

Core Communication	Listen	Actively attend to both the verbal and non-verbal message to fully understand the speaker.
	Speak/Interact	Express information or point of view in a clear and understandable manner. Adapt language, tone and style to meet needs of the listener.
	Write	Focus, edit and express ideas using appropriate language, tone, punctuation and grammar.
Persuasion n/ Promotion	Persuade	Influence others to alter a belief, adopt an attitude or take action.
	Promote	Endorse or champion a product, service, approach or concept.
	Sell	Persuade others of the value of a product or service and convince them to purchase it.
	Speak to Groups	Present information or point of view to groups in a compelling and effective manner.
Consultation/ Influence	Consult	Provide expertise in defining challenges and opportunities and recommending a plan of action.
	Interview	Build rapport and gather information or elicit views by verbal questioning.
	Negotiate	Develop informal and/or formal agreements that clarify roles, expectations and resources.

Management/Leadership

Organizational Management	Coordinate	Involve appropriate individuals or groups to achieve a task; arrange the proper or most efficient sequence and logistics of events or activities.
	Implement	Take necessary action to execute and complete a project or plan.
	Manage Projects	Establish priorities, work plans, timelines and resources. Set milestones and coordinate and track the work of the team to ensure on-time delivery.
	Organize/Plan	Pull together people, data and/or material resources into an order, arrangement or plan to meet objectives.
Facilitative Management	Build a Team	Assess group strengths and weaknesses and negotiate agreeable roles to create a high performing group.
	Coach	Set mutual expectations and provide feedback and assistance to enhance individual or group performance.
	Set Goals	Establish, clarify and communicate objectives and expected outcomes.
Leadership & Ldr Potential	Envision	Formulate and communicate a compelling vision and direction for a group or organization.
	Lead	Guide and direct individuals and/or groups to accomplish goals and objectives.
	Make Decisions	Select and execute a suitable option to solve a problem or achieve an optimal result.

Chart of Skill Categories, Skill Sets and Sample Career Options

Relationship



Interpersonal communication skills that directly aid individuals or groups in dealing with each other.

Business, Child Care Services, Community Development, Education, Hospitality, Human Resources, Law, Management, Medical/Health Science, Non-Profits, Social Services

Core Relationship/Interaction Collaborate Demonstrate Social/Cultural Sensitivity Resolve Conflict	Effective in establishing and maintaining productive and positive working relationships.	Customer & Sales Support Associate, Employee Relations Representative, Health Educator, Mediator, Probation Officer, Recreation Leader, Special Education Teacher, Trainer/Instructor, Travel/Tour Guide
Support/Service Advocate Provide Care & Support Serve as a Liaison Serve Clients & Customers	Actively seek ways to enhance the wellbeing and satisfaction of others; clients, customers and patients.	Affirmative Action Officer, Case Manager, Community Relations Officer, Human Resources Representative, Nurse, Occupational Therapist/Assistant, Rehabilitation Counselor, Volunteer Coordinator
Counsel/Teach Counsel Facilitate Groups Train/Instruct	Skillful in developing and helping individuals and groups achieve personal and professional goals.	Art/Music Therapist, Career/Guidance Counselor, Customer Support Specialist, Early Childhood Educator, Genetics Counselor, Sports/Fitness Trainer, Social Worker, Tour Leader

Communication



Fundamental verbal and written communication skills for interaction with individuals and groups.

Advertising, Fundraising, Journalism, Human Resources, Marketing and Sales, Market Research, Public Relations, Management Consulting, Politics, Publishing

Core Communication Listen Speak/Interact Write	Skilled in exchanging information through verbal, written or non-verbal cues.	Corporate Communications Specialist, Fundraiser, Distance Learning Instructor, Instructional Designer, Medical Assistant, Minister, Probation Officer
Persuasion/Promotion Persuade Promote Sell Speak to Groups	Adept at using information, ideas and influence to affect a desired outcome.	Advertising Account Specialist, Attorney, Business Agent, Copywriter, Grant Writer, Lobbyist, Marketing & Sales Associate, Media Buyer, Public Relations Representative, Recruiter
Consultation/Influence Consult Interview Negotiate	Skillful in collaborating with others to identify problems, provide advice and develop agreeable solutions	Community Relations Specialist, Executive Coach, Financial Planner, Investment Manager, Market Researcher, Media Buyer, Political Consultant, Website Consultant

Management/Leadership




The use of organizational, managerial, and leadership skills to accomplish organizational goals.

Business and General Management, Education, Non-Profit Management, Human Resources, Information Systems, Legal Administration


Organizational Management Coordinate Implement Manage Projects Organize/Plan	Skilled in initiating, structuring and carrying out steps to complete projects and tasks.	Facilities Manager, Event and Tradeshow Specialist, Emergency Manager, Instructional Coordinator, Production Manager, Project Manager, Volunteer Coordinator
Facilitative Management Build a Team Coach Set Goals	Ability to motivate and empower individuals and groups to greater participation, commitment and high standards of performance.	Athletics/Sports Coach, First Line Supervisor, Fundraising Manager, Human Resources Representative, Labor Relations Manager, Marketing Manager, Quality Control Manager
Leadership and Leadership Potential Envision Lead Make Decisions	Skillful in creating a strategic vision and motivating others to achieve excellence in performance.	Educational Administrator, Hospital Administrator, Human Resources Manager, Public Relations Manager, Community Developer, Sales Manager, Regional & Urban Planner

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Analytical

	Logical processing of information and data to produce useable results.	Business, Engineering & Technology, Finance, Health/Medical Sciences, Information Systems, Manufacturing, Law/Legal Services, Public Safety
Analysis/Problem Solving Analyze Research Solve Problems	Ability to identify and define problems and solutions.	Business Analyst, Computer Programmer, Clinical Researcher, Geneticist, Legal Investigator, Management Analyst, Medical Equipment Operator, Sustainability Specialist
Information/Data Management Categorize/Classify Evaluate Manage Data or Records	Skillful in compiling, organizing and using data to enhance planning and effectiveness.	Archivist, Compensation & Benefits Analyst, Contract Administrator, Database Administrator, Insurance Underwriter, Lab Technologist, Librarian, Regulator Affairs Specialist
Computational/Quantitative Budget Compute Estimate Forecast	Skillful in performing numerical and statistical calculations to provide useful information.	Accountant, Auditor, Biostatistician, Cost Estimator, Energy Auditor, Forensic Science Technician, Operations Research Analyst, Software Developer, Tax Examiner

Creative

	Process, generate and connect ideas and information into something new.	Advertising, Architecture, Marketing, Creative Arts, Education, Entertainment, Human Services, Technology
Intuitive Brainstorm Demonstrate Foresight Use Intuition	Ability to act upon insights and perceptions independent of rational thought"	Advertising Account Representative, Art Therapist, Brand Manager, Career Counselor, Fashion Designer, Landscape Architect, Instructional Designer
Inventive Conceptualize Design Synthesize/Integrate Visualize	Adept at forming structures, patterns and connections from information, ideas and images.	Animator, Design Consultant, Distance Learning Instructor, Interior Designer, Landscape Designer, Merchandiser, Program Developer, Psychologist, Public Relations Specialist
Artistic/Aesthetic Author/Compose Create Images Perform	Ability to express an inner ideal into an artistic, creative or aesthetic form.	Artist, Art Director, Copywriter, Creative Director, Film Editor, Illustrator, Product Developer, Photographer, Video Game Developer, Web Designer

Physical/Technical

	Interaction of the body with physical objects including machines and technological systems.	Construction, Earth Sciences, Engineering/Manufacturing, Occupational Health & Safety, Protective Services, Skilled Trades
Visual/Motor Body Coordination Hand Dexterity Observe	Adept at using eyes, hands and the body with precision and skill in the physical world.	Correctional Officer, Fire Prevention Specialist, Inspector, Landscape & Groundskeeper Manufacturing Technician, Solar Energy Installer, Recycling Coordinator, Skilled Trades; e.g., Plumber, etc.
Build/Structure Build/Construct Restore/Renovate Sketch/Draw	Proficient in assembling a product, building or physical object or returning something to its original state.	Computer Aided Drafter, Carpenter, Conservation Specialist, Historical Preservationist, Manufacturing Technician, Plumber, Recycling Coordinator, Solar/Wind Turbine Installer
Equipment/Technology Inspect/Test Install Operate Equipment Repair	Skillful in proper use of tools, hardware, software and equipment to insure optimal functioning.	Audiologist, Computer Network Support Specialist, Chemical Equipment Operator, Engineer, Electronic/Electrical Technician, Radiologic Technician, Solar Energy Installer

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REGULAR/STANDARD VERSION OF RESUME

SARAH SYVERSEN, LPC
(312) 555-5555 • sample@gmail.com

EXPERIENCE

Loyola University Chicago, *Career Development Center (CDC)*, Chicago, IL

Career Advisor, 7/2015-Present

- Counsel and advise undergraduates, graduates, and alumni, using a theoretical and developmental lens.
- Create and facilitate workshops on topics such as crafting a resume and cover letter, networking, interviewing techniques, searching for internships, and salary negotiations.
- Build and nurture relationships with faculty and staff to connect students with information and opportunities related to career as well as create relevant programming tailored to their needs.
- Research and implement best practices in regards to counseling, programming, technology, and student engagement.
- Connect students with alumni to help with their internship and job preparedness as well as career discernment.
- Teach a 3-credit hour course, Career and Life Planning, designed to assist students in their identity development, career exploration, and job preparation.
- Administer and interpret vocational and personal assessments including skills, values, YouScience, Myers-Briggs Type Indicator and Strong Interest Inventory to inform student concepts of personal identity and career development.
- Utilize software, such as PeopleSoft programs, to look up student information and keep detailed counseling notes.

Part Time Counselor

Illinois Institute of Technology [126 reviews](#) - Chicago, IL 60616

Part-time

The staff clinician/counselor provides **direct clinical services** to IL Tech students, **plans and delivers outreach** during low volume periods, and **consults with staff, faculty, parents, and community partners**. S/he will participate in the overall mission and vision of the Student Health and Wellness Center, Division of Student Affairs and the University.

We are seeking a **team-oriented** generalist with **strong clinical skills** ready to meet the increasing severity of college students' mental health needs. Demonstrated **experience working with underrepresented student populations**, a **commitment to social justice**, as well as competencies **individual and group therapy** and **crisis management** is preferred. The qualified applicant **must have a Master's Degree** in a relevant field, including counseling, psychology. **The qualified candidate must also licensed in the State of IL.**

Masters degree or higher in a mental health field (psychology, counseling) with a minimum of 3 years of experience in individual and group counseling. Works experience in **college counseling** or with **college-age or graduate school population** is preferred.

Outstanding interpersonal, verbal, and written **communication skills** required.

Independent problem-solving skills and **self-directed work experience** required.

This is a part-time, non-benefits eligible position for approx. 22hours/week. Please apply online at:

<http://iit7.peopleadmin.com/postings/2767>

Job Type: Part-time

Job Location:

- Chicago, IL 60616

MENTAL HEALTH VERSION OF RESUME

EXPERIENCE

Loyola University Chicago, *Career Development Center (CDC)*, Chicago, IL

Career Counselor, 7/2015-Present

- **Provide direct clinical counseling** to undergraduates, graduates, and alumni, using a career lens.
- Use strong **communication and interpersonal** skills to advise and guide students and alumni as they process experiences and emotions, respond to **mental health diagnoses**, set treatment goals, and make difficult decisions.
- Apply knowledge of cognitive-behavioral theories, narrative theories, and **multicultural** career theories to inform therapeutic process.
- Perform **self-directed outreach** to build and nurture relationships with faculty and staff.
- **Collaborate** with university colleagues to create and facilitate workshops on a variety of topics determined by student needs.
- **Consult** with clinical supervisor, university partners, and mental health experts regarding best practices in counseling, programming, technology, and student engagement.
- Facilitate closed and open **groups**, using a combination of didactic and processing group methods.
- Administer and interpret vocational and personal assessments to inform concepts of personal identity and career development.

Training & Development Specialist

DePaul University

The Training & Development Specialist, reporting to the Manager, WLPOD, contributes to talent development initiatives to support the university's strategy. Works professionally and collaboratively with subject matter experts, academic and administrative management to design and deliver online and classroom based content to support training and organizational development initiatives. Conducts ongoing analysis of university-wide training needs; identifies, develops and designs appropriate interventions to include online learning modules, blended learning, instructor-led training, job aids and manager resources. Works to empower and support employees throughout their employee development. Delivers and facilitates training programs to diverse audiences. Conducts evaluations to measure instruction, learning, and program effectiveness.

TRAINING/DEVELOPMENT VERSION OF RESUME

EXPERIENCE

Loyola University Chicago, *Career Development Center (CDC)*, Chicago, IL

Career Coach, Instructor 7/2015-Present

- Partner with internal leadership across 3 academic divisions to identify learning needs and skills gaps; design customized training experiences to engage and develop upcoming talent.
- Collaborate with team of instructors to evaluate and innovate career development course curriculum.
- Incorporate results of needs-analysis to co-develop and facilitate career course designed to increase student retention.
- Use knowledge of personal development and adult learning to deliver instruction of a career training course and various professional workshops.
- Utilize an open source learning management system to deliver online course content and provide feedback to enrollees.
- Evaluate learning and effectiveness in courses, workshops, and one-on-one coaching sessions using a variety of assessments.
- Provide on-going coaching and feedback to ensure clients are meeting objectives and career goals.
- Improve visibility and reputation of satellite office through aggressive networking, effective relationship management, and service excellence.
- Administer and interpret vocational and personal assessments including the Myers-Briggs Type Indicator to inform concepts of personal identity and talent development.



Resumes & Cover Letters for PhD Students

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Resumes and Cover Letters **For PhD Students**

When should I use a resume, and when should I use a CV?

Think about who will be reading your resume. For academic jobs, you use a CV so that people in your field will appreciate the specifics of your research and your accomplishments within your field. If you're applying for a nonacademic job where people doing the hiring will have a background similar to your own—say, a research institute, or a research position in industry—then your academic CV is probably fine to use. However, if you're applying for positions for which a PhD isn't necessarily required, or if you can't count on your reader's familiarity with your research, then you'll likely want to use a resume.

What is the difference between a CV and a resume?

A resume is typically shorter, 1-2 pages at most, and will dedicate more space to your experience while focusing less on academic awards, conference presentations, and publications. Depending on your intended reader, you will likely go into less detail on the specifics of your research and teaching topics, but rather highlight the transferable and relevant skills you developed through this work.

I'm planning on applying to several different types of jobs. Will I be expected to write different resumes for each one?

Again, it is important to think about your reader. Let's say you are receiving a PhD in applied physics, and you are applying for R&D jobs in industry, as well as for quantitative positions in investment banks, and generalist positions in big consulting firms. You will want to have three different versions of your resume for these three fields. You might use a version of your academic CV for industry, though perhaps emphasizing practical applications of your research. The investment banks will be more interested in quantitative analysis skills, so you'd want to be clear how you developed those skills in the course of your research. Consulting firms will be concerned with how you've developed leadership and problem solving skills; in that case, you might include less detail about your research experience, but include more information about involvement with student groups, volunteer work, or internships that may have allowed you to develop these skills.

A friend of mine, who is in business school, told me I need to have a one page resume. Is that true?

It depends. If you are a doctoral candidate applying for jobs that require a PhD degree, or if you are being recruited because of your PhD, then having a two page resume is fine. However, if you will be applying for positions that do not require a PhD, then having a two page resume may send a signal that you're "overqualified" or otherwise not fitting the mold of a typical candidate for entry to mid-level jobs in business. For BA/BS and MBA candidates, a one page resume is the norm. It is important to follow the directions of the employers. If they ask for a one page resume, be sure to submit what they ask for. When in doubt, ask one of the GSAS advisers at OCS.

Are there formatting guidelines I should keep in mind?

Stick to a common font like Times New Roman or Ariel, and avoid text boxes, underlining, or shading. Font size should be between 10 and 12 point, and kept consistent throughout the document. Margins should be equal all the way around the page, and should be at least half an inch in size.

Can someone at OCS review my resume?

Yes. Each semester the GSAS advisers hold weekly drop-in hours for GSAS students interested in having their resumes or CVs critiqued. Students may also have their resumes reviewed as part of an advising appointment with a GSAS staff member (to schedule an appointment, visit the OCS website and follow the directions on Crimson Careers).

Consider describing your experiences with these action verbs:

Achievement

accelerated
 accomplished
 achieved
 activated
 attained
 competed
 earned
 effected
 elicited
 executed
 exercised
 expanded
 expedited
 generated
 improved
 increased
 insured
 marketed
 mastered
 obtained
 produced
 reduced
 reorganized
 reproduced
 restructured
 simplified
 sold
 solicited
 streamlined
 succeeded
 upgraded

Help/Teach

advised
 clarified
 coached
 collaborated
 consulted
 counseled
 educated
 explained
 facilitated
 guided
 helped
 instructed
 modeled
 participated
 taught
 trained
 tutored

Administrative

arranged
 channeled
 charted
 collated
 collected
 coordinated
 dispensed
 distributed
 established
 executed
 implemented
 installed
 maintained
 offered
 ordered
 outlined
 performed
 prepared
 processed
 provided
 purchased
 recorded
 rendered
 served
 serviced
 sourced
 supported

Lead/Manage

acquired
 administered
 approved
 assigned
 chaired
 contracted
 controlled
 decided
 delegated
 directed
 enlisted
 governed
 handled
 initiated
 instilled
 instituted
 managed
 motivated
 presided
 recruited
 retained
 reviewed
 selected
 shaped
 supervised

Communication

addressed
 arbitrated
 articulated
 briefed
 communicated
 conducted
 contacted
 conveyed
 corresponded
 delivered
 demonstrated
 edited
 entertained
 interviewed
 informed
 lectured
 mediated
 negotiated
 persuaded
 presented
 promoted
 proposed
 publicized
 reported
 represented
 responded
 suggested
 translated
 wrote

Plan/Organize

allocated
 anticipated
 arranged
 catalogued
 categorized
 classified
 collected
 consolidated
 convened
 edited
 eliminated
 employed
 gathered
 grouped
 monitored
 organized
 planned
 regulated
 scheduled
 structured
 summarized
 targeted

Creative

authored
 changed
 conceived
 constructed
 created
 developed
 devised
 drafted
 established
 formulated
 founded
 illustrated
 influenced
 introduced
 invented
 launched
 originated
 revamped
 revised
 staged
 updated
 visualized

Research/Analytical

assessed
 compared
 critiqued
 defined
 derived
 detected
 determined
 discovered
 evaluated
 examined
 explored
 found
 inspected
 interpreted
 investigated
 located
 measured
 observed
 predicted
 rated
 recommended
 researched
 reviewed
 searched
 studied
 surveyed
 verified

Financial

allocated
 analyzed
 appraised
 audited
 balanced
 budgeted
 calculated
 compiled
 computed
 controlled
 disbursed
 estimated
 figured
 financed
 forecasted
 projected
 reconciled
 tabulated

Technical

adapted
 adjusted
 applied
 built
 computed
 constructed
 designed
 diagnosed
 engineered
 experimented
 maintained
 modified
 operated
 prescribed
 programmed
 proved
 reinforced
 repaired
 resolved
 restored
 solved
 specified
 systematized
 tested

Resume #1

Abi is interested in a generalist position with a large management consulting firm that recruits PhD's from Harvard. This firm has indicated they are open to receiving a two-page resume and are looking for strong academic achievement. Such companies often look for:

- GRE scores and undergraduate GPA
- Prestigious awards and fellowships (NIH, etc), as well as patents held
- Publications in peer reviewed journals, particularly if you are the first author
- Evidence of ability to work on a team
- Examples of leadership experience
- Demonstration of analytical/ quantitative skills

Abi Demir

54 Dunster Street • Cambridge, MA 02138, USA • 617-555-5555 • xxx@harvard.edu

EDUCATION

Harvard University

Ph.D. candidate in Biological and Biomedical Sciences. GRE: 800Q, 610V, 5.5W, 99% BIOCHEM

Boston, MA

Expected May 2017

Nanyang Technological University

B.S. with First Class Honors in Biological Science. GPA: 3.96/4.00

Singapore

May 2011

Minor in Entrepreneurship

University of Melbourne

International Student Exchange Program

Melbourne, Australia Feb

– Jul 2011

RESEARCH EXPERIENCE

Harvard Medical School

Graduate Researcher

Boston, MA

2012 – Present

- Designed and executed novel biochemical experiments to test epigenetic inheritance of silent chromatin in budding yeast
- Developed protocol for and mentored 3 postdocs on nucleosome reconstitution
- Developed thermodynamic model to analyze electromobility supershift assays
- Performed statistical analysis on data sets using Excel and Prism Graphpad
- Collaborated with postdocs, a structure biology lab in Germany, and simulation scientists from Denmark and Australia

Nanyang Technological University

Research Associate

Singapore

2009 – 2011

- Managed and negotiated ordering for lab consumables, equipment, and services. Assisted in lab maintenance and organization
- Initiated, designed, and executed 2 independent projects, studying aggregation behavior of nucleosome core particles (NCP), and the self-assembly of NCP-liposome complexes
- Performed statistical analysis on data sets using Origin
- Mentored and trained 2 graduate students

LEADERSHIP/TEAMWORK EXPERIENCE

Harvard Office of Technology Development

Fellow of Early Technology Assessment

Boston, MA

Jan 2016 – Present

- Analysed potential applications for 4 cases of new technologies from the Harvard biomedical community
- Performed prior art search to facilitate IP development
- Evaluated potential market to project the size and value of new biotechnologies
- Performed competitor analysis by investigating companies with related products on the market or in pipelines
- Evaluated challenges to facilitate strategy development
- Identified companies with necessary expertise and resources to bring technologies to market

Harvard Biotech Club

Director of Internal Affairs

Boston, MA

2015 – Present

- Worked in team of 10 to organize the Harvard Biotech Club annual Career Fair, attracting 20+ companies and ~ 650 job seekers
- Recruited and mentored new director of the club

Director of IT and Communications

2014 – 2015

- Established and maintained relationship with ~50 companies/institutions seeking to advertise events/job openings
- Managed the biweekly club bulletin which has 2500+ members
- Designed and maintained the club website using FrontPage, KompoZer and Cyberduck
- Mentored the succeeding director of IT on listserv management and website design

Harvard Division of Medical Sciences Patent Law Path

Boston, MA

Co-Leader

2014 – Present

- Initiated and organized biennial Patent Law Info Course, resulting in 100+ applicants each year, expanded from 4 weeks in 2012 to 7 weeks in 2014
- Organized patent law career transition panel discussions, featuring 5 panelists and attracting 100+ attendees

Harvard Graduate Women in Science and Engineering (HGWISE)

Boston, MA

Department Representative

2013 – 2014

- Organized “HGWISE McKinsey Women in Consulting Fireside Chat” in team of 6. Wrote a 600-word news report, published on the HGWISE website

Harvard Medical School

Boston, MA

Teaching Assistant

Fall 2014

- Selected as teaching assistant for Principle of Genetics, 1 of 3 core courses for the graduate program
- Designed and led weekly lecture review and discussion sections for group of 11 students
- Designed course materials including study problems and exams
- Graded problem sets and exams

Harvard Division of Medical Sciences Bulletin

Boston, MA

Editor

2012 – 2014

- Developed and planned content for the quarterly bulletin in a team of 5 editors
- Contributed 3 articles to the bulletin

ADDITIONAL EXPERIENCE**Mini-MBA course** by Harvard Graduate School of Arts and Sciences Business Club

Boston, MA

Participant

2013

- Exposed to basic concepts in business through intensive five-week courses based on *The 10-Day MBA* by Steven Silbiger
- Actively participated in case discussions led by faculty from Harvard Business School or leading industry professionals

SKILLS**Language:**

English – Full professional proficiency

Chinese – Native or bilingual proficiency

PUBLICATIONS

- **A Demir** and D Moazed. *In preparation*. Sir3 cooperative binding to chromatin conferred by its C-terminal winged helix dimerization domain mediates silent chromatin assembly in *S. cerevisiae*.
- F Wang, G Li, **A Demir**, MA Currie, A Johnson, D Moazed (2015). “Heterochromatin protein Sir3 induces contacts between the amino terminus of histone H4 and nucleosomal DNA.” *Proc Natl Acad Sci USA* 110(21): 8495-8500.
- NV Berezhnoy, D Lundberg, N Korolev, **A Demir**, J Yan, M Miguel, B Lindman, L Nordenskiöld (2014). “Supramolecular organization in self-assembly of chromatin and cationic lipid bilayers is controlled by membrane charge density.” *Biomacromolecules* 13(12):4146-4157.
- Y Liu, **A Demir**, Y Yang, YP Fan, N Korolev, L Nordenskiöld (2013). “Influence of histone tails and H4 tail acetylations on nucleosome-nucleosome interactions.” *J Mol Biol* 414(5): 749-764.
- D Lundberg, NV Berezhnoy, **A Demir**, N Korolev, CJ Su, V Alfredsson, MG Miguel, B Lindman and L Nordenskiöld (2012). “Interactions between cationic lipid bilayers and model chromatin.” *Langmuir* 26 (15): 12488-12492.

RESUME #2

Akila is also interested in a generalist position within a large management consulting firm that recruits PhDs from Harvard. This firm indicated they are specifically seeking a one page resume. You will notice Akila's emphasis on leadership and teamwork. Her quantifiable information in her bullets also indicates that she is results driven.

Akila Arap

akila@fas.harvard.edu • 617-555-5555

Education

Harvard University, Graduate School of Arts and Sciences <i>PhD, Biological Sciences in Public Health, GPA: 3.66/4.00</i> <ul style="list-style-type: none">Harvard Merit Fellowship recipientGRE Scores: Quantitative 780 Verbal 530	<i>Cambridge, MA</i> Jan 2017
Cambridge University, Faculty of Science <i>MSc, Molecular Biology and Genetics, GPA: 3.90/4.00</i> <ul style="list-style-type: none">Fellowship recipient (Scientific and Technological Research Council)	<i>Cambridge, UK</i> May 2011
University of Oxford, Faculty of Engineering and Natural Sciences <i>BSc, Biological Sciences and Bioengineering, GPA: 3.90/4.00</i>	<i>Oxford, UK</i> 2005 - 2009

Leadership and Teamwork

Harvard Graduate Consulting Club Harvard University <i>Co-President</i> <ul style="list-style-type: none">Leading one of the largest clubs on campus with 15-person executive board and 2500+ membersLed organization of 5 panels, 7 skills workshops, 4 employer info sessions, 2 social events and our first consulting career fair; increased total number of yearly events by ~40% from previous yearFacilitated discussion of women's challenges in consulting by organizing 3 events focusing on the topicCoordinating with MIT Consulting Club to organize annual Harvard vs. MIT case competition	<i>Cambridge, MA</i> Jan 2016 - Present
<i>Co-Vice President</i> <ul style="list-style-type: none">Organized and facilitated 31 weekly case-practice sessions, attended by 5-15 per sessionOrganized and co-led nanocase workshop for 25 Harvard graduate students and postdocs	Feb 2015 - Jan 2016
Harvard Business School Commercializing Science Field Course <ul style="list-style-type: none">Evaluated market opportunity of tissue donor-recipient matching with team of MBA and PhD candidatesConstructed strategy for combining genomics and social networking for bone marrow transplantationPresented project plan to MBA class and outside audience	<i>Boston, MA</i> Fall 2015
Nature The first fact-checking initiative for Turkish media and politics <i>Co-founder, Scientific Editor</i> <ul style="list-style-type: none">Wrote and edited articles on various topics including health policy, economy, politicsSpearheaded efforts on website design, article evaluation criteria and social media outreachPublished total 15 articles, achieved 2K+ social media followers and 46K hits within first year	<i>Washington, DC</i> June 2014 - 2015
Cambridge University, Faculty of Science <i>Teaching Assistant</i> <ul style="list-style-type: none">Taught Statistics to class of ~15 sophomores in weekly discussion sessions for 1 semesterLed weekly laboratory sessions on Molecular Genetics to class of ~35 sophomores for 2 semesters	<i>Cambridge, UK</i> 2008-2010

Research Experience

PhD Researcher Harvard University <ul style="list-style-type: none">Spearheaded collaboration between 2 principal investigators in department for thesis workIdentified novel genetic requirement for dietary restriction-mediated beneficial effects in micePresented work at local and international scientific meetings	<i>Cambridge, MA</i> Sept 2011 - Present
MSc Researcher Cambridge University <ul style="list-style-type: none">Worked in 3 laboratories in Turkey and France to characterize epigenetic regulation in liver cancerDefended thesis to jury of 3 professors and department of ~60 researchers	<i>Cambridge, UK</i> 2009 - 2011

Skills and Interests

Computer:	Proficient in programming with C++, Perl, Python; using MS Office, Photoshop, Illustrator, Graphpad Prism
Languages:	English (bilingual proficiency), Turkish (native), French (beginner)
Interests:	Ballroom dancing, drawing, graphic design, board games

Publications

- 2 first-author publications: Cell Reports (2016), Biochemical Journal (2015, Review Article)
- 4 co-authored publications: Cell (second author), Nature Communications, J. of Nutrition (2016); Science Signaling (2014)

RESUME #3:

Sachi is applying for data analytics or data scientist positions at various organizations. She includes information on her analytical skills and programming languages she is familiar with.

Sachi Nabulsi

xxxx@.harvard.edu
617-555-5555

54 Dunster Street
Cambridge, MA 02138

Education

Harvard University

Ph.D. Physics

National Science Foundation Graduate Research Fellowship, National Xxxx Grant recipient

Cambridge, MA
expected 2018

University of Oxford

M.Phil. Physics

Relevant Coursework: Data Analytics, Economics

Oxford, UK
July 2014

Stanford University

B.S. Physics; graduation with Honors; GPA 4.0/4.0

Axline and Lingle Scholarships

Stanford, CA
June 2011

Research Experience

Harvard University

PhD Researcher

- Use microscopy to study structure and dynamics of various systems
- Investigate fluctuations in specific crystals, and analyze data in Matlab
- Discovered novel structure of gels formed by oppositely charged particles
- Gave presentation at national conference to 50 attendees

Cambridge, MA
Feb. 2014 – present

University of Oxford

Master's Researcher

- Prepared paramagnetic salts and characterized hydrostaticity for ultra-high-pressure physics
- Conducted extensive data analysis via MatLab
- Interpreted technical material for non-technical audience at local physics conference

Oxford, UK
Sep. 2013 – Aug. 2014

Stanford University

Summer Undergraduate Researcher

- Studied relationship between knot theory and quantum field theory
- Computed values of various figure-eight knots. Presented results to 10 research team members

Stanford, CA
June – Aug. 2008

European Organisation for Nuclear Research (CERN)

Summer Undergraduate Researcher

- Tested detectors for specific nuclear barrels
- Compiled and analyzed 20+ data sets and presented results to CERN researchers

Geneva, Switzerland
June – Sep. 2010

Stanford University

Summer Undergraduate Researcher

- Polarized gas nuclei and took measurements using magnetic techniques

Stanford, CA
June – Aug. 2008

Leadership Experience

Harvard University

Teaching Fellow

Cambridge, MA

Sep. 2016 – present

- Assisted in teaching 10 Harvard undergraduate courses ranging in size from 9-280 students. Topics included: current research in physics, introductory electromagnetism, science and cooking, and reality physics
- Prepared course material including laboratory experiments, lectures, exams, homework, and practice problems
- Led weekly laboratory and/or problem-solving and discussion sections for groups of 13-30 students
- Supervised students in final projects, graded exams and weekly homework
- Wrote primer on setting up integrals in physics problems

US Physics Olympiad Team Training Camp

Junior Coach

College Park, MD

June 2012

- Assisted in training and selecting 20 US team members to compete at the 2008 International Physics Olympiad
- Presented solutions to exam problems. Assisted with laboratory experiments. Graded exams

Skills

Computer: Matlab, Java, C++, Python

Lab: Confocal microscopy, Rheology

Selected Publications (1 of 3)

S. Nabulsi, X. Xxxxxx, X.X. Xxxx and X. Xxxx. “Oppositely Charged Particles” *Soft Matter*, 2(22), 2222-2222 (2016).

Selected Contributed Talks (2 of 8)

S. Nabulsi and X. Xxxx. “Colloidal Wigner Crystals” APS February Meeting, San Francisco, CA, Mar. 18, 2015

S. Nabulsi, X. Xxxxxx, X.X. Xxxx and X. Xxxx. “The Role of Charge Interactions” APS December Meeting, Atlanta, GA, June 15, 2014.

RESUME #4:

Jerry is seeking a position in higher education administration. He highlights his most relevant transferable skills by including teaching, program management and student outreach skills. He includes a section on Higher Education Experience in order to make his resume relevant to the reader.

Jerry Li

54 Dunster Street
Cambridge, MA 02140

(555) 555-5555
xxxx@fas.harvard.edu

EDUCATION

Harvard University Cambridge, MA
Ph.D. in Social Anthropology Expected May 2017
Secondary Field in Science, Technology and Society. Awarded Presidential Scholar Award in 2016.

University of California- Berkeley Berkeley, CA
B.A. in Anthropology with Highest Honors May 2013
Minors in Japanese and American Studies. Phi Beta Kappa. Awarded 2011 National Undergraduate Paper Prize.

University of Tokyo Tokyo, Japan
Coursework in Japanese, Gender Studies, and Cultural Studies. Sept 2011 - July 2012

HIGHER EDUCATION EXPERIENCE

Harvard University, Office of Admissions Cambridge, MA
Graduate Admissions Associate Sept 2015 - Present

- Supported recruitment and outreach efforts, including Diversity Recruitment Program, 1 open house, 2 information sessions, and 2 interview days (for doctoral applicant finalists).
- Researched and contacted 27 new marketing opportunities to advertise graduate programs.
- Prepared comparative marketing report on higher education recruitment and outreach strategies for Assistant Director and Director of Admissions.
- Analyzed trends in applicant survey data to improve future recruitment and outreach efforts.
- Pre-screened 400+ graduate program applications.
- Evaluated 8 applications in mock admissions review session held by Assistant Directors.
- Provided assistance to 100+ prospective graduate students on application process.
- Aided Assistant Directors with research projects and administrative tasks.

Harvard University Cambridge, MA
Teaching Fellow Sept 2016 - Present

- Taught and facilitated 4 tutorial sections for undergraduates in medical anthropology, environmental policy, and gender studies.
- Advised 60 students on course material, research design, and extracurricular opportunities.
- Received excellent student evaluation scores that surpassed course benchmarks for teaching quality (4.67/5, with course benchmark of 4.07; and 4.47/5, with course benchmark of 4.17).
- Assisted faculty with administrative tasks and curriculum development.

Harvard University, Political Ecology Working Group Cambridge, MA
Program Coordinator Sept 2015 - Present

- Planned and implemented workshop program (~14 workshop sessions per academic year).
- Facilitated introduction of speakers and discussion during workshop sessions.
- Trained incoming coordinator to assist with program, budget, and recruitment.
- Managed annual budget of \$3,000.
- Developed and launched recruitment campaign (increased membership by 500% and increased membership diversity by 4 academic disciplines and 2 university affiliations).
- Organized, executed, and fundraised \$1,600 for graduate student conference (~90 attendees).

Harvard University, Department of East Asian Languages and Civilizations

Cambridge, MA
Aug 2015 - Present

Senior Tutor

- Advised 2 undergraduates on senior theses concerning East Asia, and edited thesis drafts.
- Evaluated and assigned grades for theses while serving as member of faculty committee.

ADDITIONAL EXPERIENCE

Cultural Anthropology (Journal)

Contributing Editor

Dec 2016 - Present

- Developed content for and strategized branding of journal through social media activities (Twitter, Facebook) as part of Social Media Team.
- Analyzed data (Google Analytics) to improve site content and increase site traffic.
- Edited 4 articles submitted to journal.

University of California Berkeley

Berkeley, CA

Research and Outreach Program Assistant

July 2011 - July 2011, Jan 2013 - Aug 2013

- Supported faculty with molecular ecology experiments and administrative tasks.
- Facilitated public education and outreach efforts, such as Biotechnology Outreach Program (21 events on 4 islands) and Gene-ius Day Program for elementary students (4 events).

Golden Key International Honor Society

Berkeley, CA

Director of Members and Honorary Members

Aug 2011 - May 2013

- Planned and managed 18 volunteer opportunities, 2 blood drives, and 4 award ceremonies.
- Supervised ~10 undergraduate volunteers at each event.
- Trained 2 incoming directors to use student and alumni database.
- Analyzed attendee data to improve structure and content of future award ceremonies.
- Coordinated high-profile alumni and honorary member participation at events (e.g. famous local comedian and local singer) for entertainment at 2 award ceremonies.

Student Health Advisory Council

Berkeley, CA

Chair (2010-2011) and Vice Chair (2009-2010)

Aug 2011 - May 2013

- Advocated for student interests on key university health policies and services, in particular on-campus HIV/AIDS testing and affordable health insurance.
- Chaired and facilitated Council meetings to discuss agenda and university health policy.
- Trained incoming Chair to plan, execute, evaluate, and lead Council events and meetings.
- Collected and summarized student survey data to identify and prioritize healthcare needs.
- Planned Council activities and managed 4+ members during events (e.g. blood drive).

SKILLS

Computer: Macintosh and Windows operating systems, Microsoft Office, Adobe Photoshop, Blackboard, and Technolutions Slate (student database system).

Language: Fluent in Japanese. Traveled extensively in Asia.

PUBLICATIONS AND CONFERENCE PRESENTATIONS

Publications: 4 refereed journal articles and 2 book chapters.

Conference Presentations: 8 refereed conference papers at national conferences.

Invited Lectures: 2 invited lectures at universities in Japan and Australia.

RESUME #5:

Henry successfully landed a position with a life science consulting firm. The firm stressed the importance of leadership skills and quantitative ability, thus prompting Henry to start with his “Leadership Experience” rather than “Research Experience.” You will notice he clearly emphasizes leadership and teamwork by providing examples from his activity in student organizations and teaching.

Henry Matthews

12 Main Street ♦ Boston, MA 01841 ♦ hmatt@gmail.com ♦ (555) 666-7777

SUMMARY

Ph.D. candidate trained in physics and biology, with strong communication skills developed from extensive teaching experience and ability to work independently or as part of a team. Special expertise in the following areas:

- Data Analysis
- Experimental Design
- Critical Literature Review
- Molecular and Cellular Biology
- Microfluidics/Microfabrication
- Image Processing

EDUCATION**Harvard University**

Ph.D., Applied Physics

Cambridge, MA

May 2017

- Hertz Graduate Student Fellowship semi-finalist (top 25% of applicants)

University of Pennsylvania

B.A., *magna cum laude*, Physics, GPA 3.75/4.0

Philadelphia, PA

May 2011

- Phi Beta Kappa
- William E. Stephens Prize for Physics

LEADERSHIP EXPERIENCE**Harvard Graduate Biotechnology Club**

Director, *Biotechnology Journal Club*

Boston, MA

September 2016 - present

- Organized discussion group (15+ members) focused on current events in biotechnology industry

Private Tutor

- Tutored 5 students in Greater Boston area in math and science

Greater Boston Area

August 2014 - present

Harvard University

Teaching Fellow *Quantitative Biology*

Cambridge, MA

September - December 2016

- Presented 3 lectures during semester
- Graded assigned homework and held weekly office hours for class of 10 students
- Achieved overall student approval rating of 4.17 on 5 point scale

Teaching Fellow *Introduction to Soft Matter Physics*

September - December 2015

- Graded assigned homework and held weekly office hours for class of 20 students
- Achieved overall student approval rating of 4.25 on 5 point scale

Veritas Tutors (now Signet Education)

Private and Group Tutor

Cambridge, MA

April 2012 - August 2014

- Provided private tutoring for high school and college students (15+) in math and science
- Taught crash course in Physics in preparation for MCAT

RESEARCH EXPERIENCE**Harvard University, School of Engineering and Applied Sciences**

Cambridge, MA

Ph.D. Student

August 2012 - present

- Designed and fabricated advanced microfluidics to generate well-defined physical and chemical environments to study cellular chemotaxis
- Identified and described ability of motile cells to determine path of least hydraulic resistance
- Characterized response of chemotactic cells to various well-defined static and dynamic chemical environments
- Identified novel phenomenon of directional persistence in migrating neutrophils
- Presented results at departmental seminars and retreats to audiences ranging from 5 to 30+ people

MGH BioMEMS Resource Center

Charlestown, MA

Lab Technician

August 2010 - August 2012

NIH funded Resource Center, with state-of-the-art microfabrication facilities, focused on basic research and innovative clinical technologies.

- Developed novel on-chip microfluidic proportional flow controller
- Generated Finite Element Model (FEM) of microfluidic valve and presented work at annual FEM conference
- Quantified chemotactic response of primary neutrophils to dynamic chemotactic fields

University of Pennsylvania

Philadelphia, PA

Research Assistant

May 2009 - May 2011

- Designed and built table-top gravitational lensing model for use in classroom demonstrations
- Demonstrated gravitational lensing effects to 80+ students ranging from high school to graduate school

Harvard Smithsonian Astronomical Observatory

Cambridge, MA

NSF REU Intern

June 2008 - August 2009

Largest US Astrophysics research organization with over 300 scientists

- Developed algorithm to combine data collected from multiple detectors of X-ray microcalorimeter and correct for thermal drift
- Presented poster at 2009 American Astronomical Society meeting

TECHNICAL SKILLS

- Software: Finite Element Modeling in Comsol, Matlab, Microsoft Office

PUBLICATIONS

Matthews, H., Chang, C., Mahadevan, L., Mitchison, T., Irimia, D., Shah, J., (2017). Biased migration of neutrophil-like cells in asymmetrical hydraulic environments. PNAS. 110 (52): 21006-11.

Kane, B., Younan, G., Helm, D., Dastouri, P., **Matthews, H.**, Irimia, D., Chan, R., Toner, M., Orgill, D., (2014). Controlled induction of distributed microdeformation in wounded tissue via a microchamber array dressing. J Biomed Mater Res A. 95 (2): 333-340.

Matthews, H., Toner, M., Irimia, D., (2013). Microfluidic proportional flow controller. J. Micromech. Microeng. 20 (11):1-8.

RESUME #6:

Maisha is seeking opportunities in local, state and/or federal government. She highlights her dissertation topic in her "Education" section as it directly relates to her desire to work in positions that deal directly with housing or the economy. She emphasizes her internships and previous government experiences. She uses the category header "Relevant Experience" to indicate she has direct relevant experience to the positions she is applying for.

Maisha Ahmed

17 Main Street, Apartment 25, Somerville, MA 02144
(555) 666-7777, mahmed@harvard.edu

EDUCATION

-
- | | |
|---|---------------|
| Harvard University | Cambridge, MA |
| PhD, Government | Expected 2018 |
| <input type="checkbox"/> Fields: Political Economy, American Politics, Comparative Politics | |
| <input type="checkbox"/> Dissertation: <i>Appreciating Assets: How Housing Wealth Affects Political Preferences and Behavior</i> | |
| M.A., Government | 2015 |
| | |
| Wellesley College | Wellesley, MA |
| B.A., Political Science (Honors) and Economics | 2012 |
| <input type="checkbox"/> Political Science Honors Thesis: <i>The Transnational Anti-Sweatshop Movement: Realities and Politics of the Global Labor Market</i> | |
| <input type="checkbox"/> Recipient, Jerome A. Schiff Fellowship. \$3000 research grant, travelled to Bangladesh to conduct field research | |

RELEVANT EXPERIENCE

-
- | | |
|---|---------------------|
| United States Department of the Treasury | Washington DC |
| <i>Special Assistant to Alan Krueger, Chief Economist and Assistant Secretary for Economic Policy</i> | July 2015-Aug. 2015 |
| <input type="checkbox"/> Managed document clearance process, ensured proper review and timely submission of documents, served as internal Treasury point person for Office of Economic Policy (EP), drafted documents, and compiled Weekly Report for Secretary and agendas for daily staff meetings | |
| • Collaborated with colleagues from Treasury to produce report titled, "An Economic Analysis of Infrastructure Investment." Drafted initial outline and substantial portions of text, performed data analysis, provided research support, produced graphics, managed document throughout drafting process, and coordinated publishing process | |
| • Outlined and drafted Assistant Secretary's testimony for Senate Banking Committee. Compiled briefing materials for hearing, and drafted responses to questions for record | |
| <input type="checkbox"/> Represented EP at National Economic Council meetings about transportation infrastructure policy; commented on interagency documents | |
| <input type="checkbox"/> Served as EP point person for external groups regarding HIRE Act-related data; outlined and managed clearance process for op-ed about HIRE Act, and drafted HIRE Act summary memo | |
| | |
| Harvard Business School | Boston, MA |
| <i>Research Associate</i> | Aug. 2013-July 2014 |
| <input type="checkbox"/> Provided research support, case writing and data analysis, managed case submission process, edited, redrafted, and commented on working papers | |
| • Drafted successful grant proposal for funding from Gordon and Betty Moore Foundation for experiment on "work-around" situations | |
| <input type="checkbox"/> Co-authored 2 cases about Baltic Beverages Holding, a European beer company. Analyzed data and compiled case exhibits, drafted text of case, and provided research support. Case was taught in strategy classes at HBS and Sloan School of Management | |
| • Conducted field research in 2-3 large hospital complexes to understand nurses' work and clinical environment. Interviewed nurses and participated in 2-3 site visits as background research for research publication | |

United States Department of the Treasury*Intern, Office of the Executive Secretary*

Washington DC

Summer 2012

- Managed Treasury Secretary's Congressional correspondence. Ensured correspondence went through proper channels
- Gathered and compiled Secretary's briefing materials for: Strategic and Economic Dialogue with China, House Financial Services Committee (FSC) Testimony on Regulatory Reform, and House FSC Testimony on OTC Derivatives
- Edited Secretary's Congressional correspondence and daily briefing for White House

United States Agency for International Development (USAID)*Intern, Latin America and Caribbean Bureau (LAC), Education Team*

Washington DC

Summer 2011

- Authored policy proposal memoranda to USAID Administrator and Congress on behalf of Education team
- Generated informational summaries of LAC programs and challenges which were posted on USAID's website to educate internal and external parties about LAC's programmatic role at USAID
- Compiled resource book about need for science education in Latin America to aid in project design
- Created comprehensive overview presentation of LAC programs for incoming leadership of Bureau

Office of United States Senator Barbara Mikulski*Intern, Subcommittee on Aging and Retirement Security*

Washington DC

Summer 2010

- Generated complete database of Senator's health-related correspondence for legislative reference
- Consolidated and produced reports for staffers to be used for legislative decision making
- Represented Senator's office at congressional hearings and briefings, and prepared summary memos

ADDITIONAL EXPERIENCE**Harvard University, Government Department***Teaching Fellow*

Cambridge, MA

Sept. 2015-present

- Courses taught: *Foundations of Comparative Politics* (student evaluation: 4.40/5.00); *Sophomore Tutorial* (Head TF, student evaluation: 4.60/5.00)
- Led discussion sections and tutorials of 8-18 students, planned lessons and activities, graded papers and provided comments
- Awarded Certificate of Distinction in Teaching

Harvard University, Government Department*PhD Researcher*

Cambridge, MA

Aug. 2015-present

- Grant Recipient: Institute for Quantitative Social Sciences (\$2980), Center for American Politics (\$1000)
- Presentations: "Asset Shocks and Social Insurance" (Inequality Conference, 2013, Tampere, Finland), "Appreciating Housing" (American Political Science Association Conference, 2014, Washington DC)

PUBLICATIONS

- Alcacer, Juan, Rasmus Karl, Gustaf Molander, and **Maisha Ahmad**. "Baltic Beverages Holding: Competing in a Globalizing World (A)." HBS Case 710-430.
- Alcacer, Juan, Rasmus Karl, Gustaf Molander, and **Maisha Ahmad**. "Baltic Beverages Holding: Competing in a Globalizing World (B)." HBS Supplement 710-471.
- Alcacer, Juan, Tarun Khanna, Mary Furey, and **Maisha Ahmad**. "Emerging Nokia?" HBS Case 710-429.
- Brochet, Francois, and **Maisha Ahmad**. "Securities Trading: Front-, Middle- and Back Office." HBS Note 110-070.

SKILLS & INTERESTS

- Computer Skills: Proficient in LaTeX, STATA, MS Office Suite, database searches: JSTOR, Factiva, LexisNexis, etc.
- Language Skills: Fluent in Bengali, Basic Spanish skills
- Interests: Certified Yoga Instructor; completed 200 hour teacher training at Karma Yoga Studio (Cambridge, MA) in 2015

RESUME #7:

With Michele's strong science research and technical experience, she successfully landed a job at a patent law firm. She emphasizes the in-depth research knowledge she obtained throughout her PhD but she also demonstrates her ability to work on a team through her participation in student groups and innovation course. She uses some technical language throughout her resume but not enough to alienate the patent law audience.

Michele C. Spencer

mcs@email.com • 919-555-5555

16 Divinity Avenue, Bio Laboratories, Cambridge, MA 02138

EDUCATION**Harvard University**

Cambridge, MA

Ph.D., Biology (Microbial Sciences Fellow)

May 2017

- Received C-DEBI Graduate Research Fellowship from National Science Foundation.
- Presented research at American Society for Microbiology and American Geophysical Union national meetings.

Stanford University

Stanford, CA

M.S., Biology

May, 2014

- Nominated by department head and received Achievement Rewards for College Scientists Fellowship.
- Received National Science Foundation Graduation Research Fellowship.

North Carolina State University, B.S., Biology (Minors in Genetics and Toxicology)

Raleigh, NC

North Carolina State University, B.A., Science Journalism

May, 2012

- Valedictorian, *summa cum laude*, Phi Beta Kappa.
- Top Scholar Award in Life Sciences (top 5% of junior class).

RESEARCH AND TECHNICAL EXPERIENCE**Harvard University**

Cambridge, MA

Graduate Researcher

2015 – Present

- Discovered and characterized carbon-cycling and energy-generating metabolisms in deep sea hydrothermal vent microbes using molecular, bioinformatic, microbiological, and geochemical approaches.
- Established next generation sequencing collaborations between 5 academic institutions and sequencing facilities.
- Led field collections and *in situ* instrumentation with deep sea submersible for research cruises in Gulf of Mexico at hydrocarbon seep-and oil spill-contaminated sediments.
- Developed novel bioreactor systems to mimic seafloor environment and study high temperature metabolism.
- Mentored 3 undergraduate student research projects in microbial molecular biology and enrichment technology.

American Journal Experts

Cambridge, MA

Scientific Editor

2011 – 2014

- Reviewed and revised papers for non-native English speakers in a broad range of subject areas including Cell Biology, Bioengineering, Biotechnology, Chemistry, Genetics, Geology, Neuroscience, Nutrition, Physiology, and Systems Biology.
- Advised over 300 individuals in writing and preparation of manuscripts for publication.
- Recruited 6 editors in life sciences and engineering fields at Stanford and Harvard University.
- Received Top Editor Award (95th percentile) in Biological and Environmental Sciences based on quality and deliverables.

Stanford University

Palo Alto, CA

Graduate Researcher

2012 – 2014

- Characterized molecular mechanisms underlying phosphorus deprivation responses in thermophilic cyanobacteria using culture-based, genetic, and molecular techniques in lab and environmental chemical analyses in field.
- Analyzed genomes of microbial isolates and metagenome of hot spring microbial community.
- Led 3 field expeditions to hot spring sites in Yellowstone National Park for microbial mat collections.
- Published results in microbiology journal as first author and presented at 2 NSF-funded conferences.

University of Alaska – NSF Research Experience for Undergraduates Program

Juneau, AK

Research Fellow and Lab Manager

Summer of 2010, 2012

- Investigated endocrine regulation of molting physiology in commercially important snow crabs.
- Compared expression of heat shock proteins in different *Chionoecetes* species.
- Selected by College Dean to present results at Southern California Conference for Undergraduate Research.

Environmental Protection Agency
Undergraduate Research Assistant

Durham, NC
2011 – 2012

- Studied effects of exposure to pesticide Atrazine on rat brain neurochemistry.

LEADERSHIP EXPERIENCE

Harvard Medical School

Boston, MA
2015 – Present

Healthcare Innovation and Commercialization Workshop

- Selected for 10-week workshop on medical and life science entrepreneurship to study industry trends in life sciences, venture capital, technology transfer, startup financing, and IP strategies.
- Developed and presented VC pitch of early stage invention by Harvard investigators on genetic manipulation of RNA viruses for vaccine production as part of 6-member team to panel of expert industry judges.

Harvard University

Cambridge, MA
2015 – Present

Teaching Fellow and Head Course Grader

- Taught weekly discussion sections and lab course for 40 undergraduate and graduate students.
- Developed interactive course material to understand phylogenetic trees and bioinformatics software.
- Created grading rubric and organized grading of 400 exams by 5-teaching fellows.
- Awarded Certificate of Distinction in Teaching through Harvard Bok Center for Genetics, Genomics, and Evolution course.

Harvard Graduate Women in Science and Engineering

Cambridge, MA
2014 – Present

Department Representative

- Mentored 3 undergraduate women science majors on exploring career opportunities, setting important development goals, and striving for work/life balance.
- Assisted in organizing 2 talks by women Harvard Professors - each attended by 50+ members.
- Represented HGWISE at Software Carpentry Bootcamp hosted by Microsoft to learn and improve programming methods.

SKILLS & INTERESTS

Skills: Computer/Technical (Microsoft Office, Linux, Adobe Photoshop & Illustrator, MATLAB)
Bioinformatics (Experience with Python, SQL, GitHub, QIIME, MG-RAST)
Scientific Diving/Advanced Scuba Certification, Sailing

Affiliations: Association for Women in Science (Mentoring Circle Program), Redline Fight Sports Running Club (Boston Marathon Qualifier), Dream Big! (Fundraiser for Boston 2014 Marathon)

PUBLICATIONS

- Spencer M**, Hoarfrost AL, Bose A, Joye SB, and Girguis PR. (2016) Anaerobic oxidation of short-chain alkanes in hydrothermal sediments: potential influences on sulfur cycling and microbial diversity. *Frontiers in Extreme Microbiology*. 4:1-11.
- Bose A, Roger DR, **Spencer M**, Joye SB, and Girguis PR. (2015) Geomicrobiological linkages between short-chain alkane consumption and sulfate reduction rates in seep sediments. *Frontiers in Aquatic Microbiology*.
- Spencer M**, Wankel SD, Johnston DT, Hansel CM, Joye SB, and Girguis PR. (2015) Anaerobic methane oxidation in metalliferous hydrothermal sediments: Influence on carbon flux and decoupling from sulfate reduction. *Environmental Microbiology*. 14(10):2726-40.
- **Spencer M**, Gómez-García MR, Grossman AR, and Bhaya D. (2014) Phosphorus deprivation responses and phosphonate utilization in a thermophilic *Synechococcus* sp. from microbial mats. *Journal of Bacteriology*. 190(24): 8171-8184.
- Tamone SL, **Spencer M**, and Dutton JM. (2014) Effect of eyestalk-ablation on circulating ecdysteroids in hemolymph of snow crabs, *Chionoecetes opilio*: Physiological evidence for a terminal molt. *Integrative and Comparative Biology*. 45:166–171.

RESUME #8:

Johanna is most interested in teaching at a private high school and has crafted a resume to be directly relevant to her audience. She emphasizes her mentoring and teaching experience as well as her ability to communicate through her invited talks and conference papers.

Johanna Patel

Harvard Yard Mail Center
Cambridge, MA 02138

jpatel@fas.harvard.edu
(555)555-6666

EDUCATION

Harvard University Cambridge, MA
Ph.D. in Historical Musicology Expected August 2018
Dissertation: "Towards a New Negro Folk Opera: Hall Johnson's Musical Plays of the 1930s"

The City College of New York New York, NY
B.A. in Music, *magna cum laude* June, 2011

The Julliard School New York, NY
B.M. in Violin Performance May, 2005

TEACHING AND MENTORING EXPERIENCE

Harvard University Cambridge, MA
Head Teaching Fellow Jan 2017 - Present

- Assist professors Henry Louis Gates Jr. and Lawrence Bobo with administrative duties for *Introduction to African American Studies* including managing course website.
- Work with professors to revise course syllabus, create midterm and final exams, and writing assignments.
- Lead teaching fellow team consisting of 5 graduate student colleagues. Provide teaching advice and support, hold weekly meetings to discuss lesson plans, teaching strategies, and assignments.

Harvard University Cambridge, MA
Freshman Proctor August 2016 - Present

- Reside in freshman dorm and create academic and social community for 32 first-year students.
- Provide personal and academic advising to students.
- Serve as academic advisor to 5 students. Help students plan course schedules, assist with academic difficulties, and guide them with overall plan of study.
- Implement and enforce rules and regulations of Harvard College. Work with Resident Dean and veteran proctors to determine best disciplinary responses.

UpBeat NYC Summer Program Bronx, NY
Violin Teacher June - July 2016

- Taught violin in El Sistema-based orchestra program in South Bronx to youth ages 10-16 with special emphasis on developing teamwork and democratic rehearsals.

Harvard University Cambridge, MA
Teaching Fellow September 2013 - 2016

- Taught and facilitated 4 sections for undergraduate courses in African and African American studies department and music department. Taught sections for courses on African American history and culture, Western music history, and music theory.
- Assisted professors in courses ranging from 70-150 students. Taught 2-3 sections each semester (30-53 students total). Designed weekly lesson plans to supplement lecture material, and held weekly

office hours for students seeking additional help.

- Contributed to creating exams and quizzes for the course, taught review sessions before midterms and finals. Graded written assignments, midterms, finals, and quizzes.
- Guest lectured and led discussion-based sections.

Boston Urban Music Project

Curriculum Developer

Dorchester, MA

2010 - 2011

- Worked with director to create textbook and lesson plans for curriculum on African American music history for middle-school students in the Boston Area.

Heilbrun Music School, Bronx House

Early Childhood/Violin Teacher

Bronx, New York

2008 - 2010

- Taught music appreciation classes for 3-5 year olds.
- Taught children and adults how to play violin and basic musicianship skills.
- Provided director with written attendance and progress reports for each student.
- Performed in faculty recitals.

INVITED TALKS AND CONFERENCE PAPERS

Harvard University

Guest Lecturer

Cambridge, MA

March, 2016

“The New Negro and the Art versus Propaganda Debate.”

Society for American Music

Conference Presenter

Lancaster, PA

February, 2016

“In the Service of Racial Uplift: Primitivism and Spirituality in Hall Johnson's *Run, Little Chillun!*”

Harvard University

Guest Lecturer for Introduction to Music

Cambridge, MA

April, 2015

“In Search of the ‘Real’ America: George Gershwin’s *Porgy and Bess*.”

PUBLICATIONS

“Towards an American Folk Opera: Performing Negro Folk Culture in Hall Johnson’s *Run, Little Chillun!*” in *In Search of the “Great American Opera”: Trends in Musical Theatre*, ed. Frédéric Döhl and Gregor Herzfeld (Münster: Waxmann) (2015).

“Eugene Thamon Simpson,” *Grove Music Online, Oxford Music Online* Oxford University Press, <http://www.oxfordmusiconline.com>. (2012).

LANGUAGES

Reading knowledge of German, French, and Spanish

RESUME #9:

Lok is applying for finance positions at various organizations. He includes information on his analytical skills, statistical modeling ability and internship experience in the field.

Lok Wang

lw@harvard.edu • (617)555-6666 • 54 Dunster Street, Cambridge, MA 02138

EDUCATION

- Harvard University** Cambridge, MA
Ph.D. in Physics May, 2017
 Award: Purcell Fellowship GRE Physics: 990/990 (98%)
 Relevant Coursework: Stochastic Process, Risk-Neutral Pricing, Black-Scholes Model, Regression Analysis, Monte Carlo
- Fudan University** Shanghai, China
B.S. Physics (Outstanding Graduate) GPA: 3.84/4.00, Rank: 1/100 May, 2012
 Awards: National Scholarship (Top 1%) 2007; Undergraduate Research Fellowship

EXPERIENCE

- Goldman Sachs, Securities Division** New York, NY
Strat Summer Associate, Interest Rate Product Swap Trading Jun - Aug 2017
- Investigated the correlation between reported interest rate swap from Swap Data Repositories (SDR) and swap rates
 - Developed and backtested trading strategies based on correlation study
 - Developed programs to detect missed trading opportunities and large position holders
- Strat Summer Associate, FX G10 Option Trading* Jun - Aug 2016
- Applied scenario analysis on range reset average strike (an exotic barrier option) and evaluated different hedging strategies; developed program to automatically send risk reports to traders based on scenario analysis
 - Upgraded backtesting platform for various hedging strategies
 - Backtested different hedging strategies for barrier and basket options
- Harvard University** Cambridge, MA
Research Team Leader 2014 - 2017
- Directed experiment and analysis that led to discovery of critical point in high- T_c superconductor; initiated and led collaboration of 15 researchers from 8 major institutes in the US, Japan and China
 - Developed novel data analysis technique based on Fourier transform to extract nanoscale superconducting signal from scanning tunneling microscopy measurements
 - Discovered the competing relationship between pseudogap and superconductivity states by investigating the spatial cross-correlation between two different signals
 - Performed first scanning tunneling microscopy study on Kondo insulator SmB_6 ; decomposed tunneling spectra into different quantum states by fitting a non-linear co-tunneling model (in review: Nature Communications)
 - Maintained and upgraded data analysis platform in lab for more than 3 years; provided technical support to other labs using our platform
 - Presented different research topics in top level conferences and universities in Canada and the US
- Teaching Fellow* 2014 - 2017
- Teaching fellow with positive evaluation 4.28/5.00 from 93 students, 35% higher than the evaluation of the whole course
 - Supervised 2 undergraduate summer projects that resulted in talks at major conferences and manuscripts for publication
- Harvard Graduate Consulting Club** Cambridge, MA
Vice President 2015 - 2016
- Arranged social events with alumni in the consulting field for 300+ students
 - Hosted strategies journal clubs and organized workshops with senior consultants from top consulting firms

SELECTED PUBLICATIONS

- Lok Wang**, et al, "Fermi Surface and Pseudogap Evolution in a Cuprate superconductor," **Science** 355, 608 (2017)
- R. Comin, et al, "Charge Ordering driven by Fermi Arc instability," **Science** 345, 390 (2017)
- Soumyanarayanan, M. M. Yee, **Lok Wang**, et al, "Quantum Phase Transition..." **Proc. Nat. Acad. Sci.** 122, 1623 (2015)

SKILLS & INTERESTS

- Programming:** C/C++, Matlab, R, IDL
- Language:** Cantonese (native), Mandarin (native), English (fluent)
- Interests:** Inter-city biking and hosting regular poker games

Cover Letter Template:

Note that in an email message, you would omit both your and the addressee's contact information, as well as the date. Simply start with the salutation.

Your Name
Street Address
City, State Zip Code

Month Day, Year

Contact Name
Title (if known)
Organization Name
Street Address
City, State Zip Code

Dear Mr./Ms./Dr. Last Name:

Opening paragraph: Clearly state why you are writing. If applying for a job, indicate the position title and where you saw it advertised. If you were referred to the position from someone within the organization, or by someone the addressee knows, mention that as well. You may want to add a sentence on why you feel you are a good fit for the position.

Middle paragraph(s): You should have one or two paragraphs that elaborate on how you have developed the relevant skills required for the job, and any relevant experiences or education you have acquired. Providing an example can help you emphasize your point. Of equal importance is your argument for how your interest in both the *job* and the *organization* developed. You will want to ensure that you include your interest and why it would be a logical decision to hire you.

Closing paragraph: Express interest in speaking with the addressee further in a personal interview, and indicate that you will follow up within an appropriate time frame. Thank them for their time and consideration of your application.

Sincerely,

Name (typed)

Sample Cover Letter #1:

Abi is applying online to a global consulting firm that recruits Harvard students, but expects cover letters and resumes to be uploaded to its website. As such, he uses a formal business letter format.

Abi Demir

54 Dunster Street Cambridge MA 02138 · (555) 555-5555 · xxxx@gmail.com

April 14, 2017

The Boston ADC Recruiting Team
Boston Consulting Group
53 State Street
Boston, MA 02109

Dear Recruiting Manager,

I am writing to apply for the 2017 Bridge to BCG workshop. I recently learned about this program when I attended the presentation by Dr. Panier at the reception for Advanced Degree Candidates at BCG's Boston office. I expect to complete my Ph.D. in Cellular Biology at Harvard University in May 2017 and look forward to the chance to get an insider's view of consulting at BCG this summer. Based on my analytical skills, communication ability, and problem-solving mindset, I think I would be a great fit for this workshop.

My intellectual curiosity and passion for asking questions is what led me to pursue my Ph.D. in Cellular Biology; however, my interest in a business career is also long standing. At UMass, Amherst, I combined my interests by pursuing a chemistry and economics double major and enjoyed gaining the quantitative and analytical skills. A Global Strategies course gave me a taste of the real-life challenges faced by companies, such as decisions Novo Industri of Denmark had to make in response to the technology developments for insulin purification in the 1980s. On the other hand, a bioinformatics course introduced me to the challenges biologists encounter in producing and analyzing large scale biological data. Throughout my Ph.D. education, in addition to improving my research and analytical skills, I kept up my interest in the business of science. I participated in a workshop on Healthcare Innovation and Commercialization to explore how science is applied in the business world. I collaborated with five of the workshop participants to prepare a venture capital pitch to commercialize a real-life innovation in anesthesia for child-birth. Our "VC pitch" was selected, by a panel of five expert judges, as the best among four presentations.

My passion for teaching has provided me with a unique skill set which I believe will be critical for a successful career in consulting. My communication skills strengthened as I challenged myself to understand and respond to students' questions while they tackled complex biological concepts. To convey material clearly to students with diverse learning styles, I developed different approaches to explain a single concept. I also embraced and supported a team culture, utilizing student feedback to improve my own performance and encouraging students to engage each other in their learning.

The analytical and communication skills I have honed throughout my PhD work will provide a strong foundation as I transition from the life sciences to a career in consulting. I am specifically interested in BCG due to its unique approach to personal growth and tailored solutions for each client. A commitment to support and train ADC members and global opportunities offered through BCG are invaluable. I look forward to hearing back from you about the opportunity to participate in the 2017 Bridge to BCG workshop and to learn even more about BCG. Thank you for your time and consideration.

Sincerely,
Abi Demir

Sample Cover Letter #2:

Jerry is applying to academic administration positions and therefore provides examples of his management, program development and organizational skills. Notice he chooses to emphasize skills directly relevant to the position.

54 Dunster Street
Cambridge, MA 02138

April 22, 2017

University of Nebraska Humanities Center
1664 N Virginia St
Omaha, NE 68182

Dear Hiring Manager:

I am writing to express my interest in the Coordinator of Publications and Programs position at the Humanities Center of the University of Nebraska. I will graduate with my PhD in Social Anthropology from Harvard this May, and I am confident my 5 years of experience in higher education administration (including program coordination) and two years of experience in editing, would allow me to contribute to the successful coordination of publicity, seminar program logistics, fellowship program administration, and other related duties.

Previously, I have worked on several relevant projects that provided me with the skill sets I need to be an effective coordinator. These projects have included: marketing the content and brand of an academic journal through social media; planning, advertising, and facilitating a workshop program (the Political Ecology Working Group), whose membership increased by 500%; organizing logistics for workshop speakers, including travel, lodging, honoraria, and event setup; and assisting faculty with administrative, computer, and audio/visual needs.

I would be excited to join the Humanities Center's team. The Center has exceptional appeal for me because of its vital mission to foster interdisciplinary discussions and collaborations through a range of exciting formats (e.g., lectures, conferences, seminars) and opportunities (e.g., Foundation Postdoctoral Fellowships). As a scholar of social anthropology, I appreciate the comprehensive support of the humanities, particularly in a political climate often hostile to the allocation of resources to such disciplines. As a program coordinator and editor, I would relish the opportunity to leverage my past experiences for this worthy cause, and learn from the experiences of my fellow team members.

Thank you for your consideration. I look forward to the opportunity to speak with you and discuss the position in more detail. Please feel free to contact me at (555)555-5555 or jerryli@harvard.edu.

Sincerely,

Jerry Li

Sample Request for Informational Interview:

This email message is not designed to accompany a resume as a job application, but rather to request an informational interview to learn more about the field of investment banking. As such, Suzanne is careful to avoid asking for a job, or for anything other than the chance to listen and ask questions about the alumna's experience making the transition from academia to investment banking.

Dear Ms. Ramos:

I found your name through Harvard's Alumni Directory and saw that you completed your PhD in Applied Math before beginning your work as a quantitative analyst. I will be completing my PhD in Biology at Harvard next summer and am interested in learning more about how I might use my quantitative and analytical skills in investment banking.

Banking is a career option that I have been reading and thinking about for some time. While I do not have specific work experience in finance, I am an avid reader of the Wall Street Journal and the Financial Times and have spoken to a few former members of my department about their own decisions to leave academe and use their skill sets in the private sector. Working as a quantitative analyst appeals to me because I feel it would allow me to continue to use and develop my mathematical modeling and statistics skills, while indulging my fascination for the business world.

I will be in New York the week of October 9th and would greatly appreciate the chance to speak with you about your experience at Wall Street Bank. If this time frame is not convenient for you, I am happy to arrange a time to speak on the phone.

Thank you very much for your time and consideration.

Sincerely,

Suzanne Lilly

Sample Thank You Letter:

Having completed a formal interview with this organization, Alina sends out a thank you note within 24 hours. She sends it via email, as the interviewer has indicated that the organization intends to make a decision about her candidacy within a few days.

Dear Ms. Funahashi:

Thank you very much for taking the time to meet with me yesterday morning about employment opportunities with Global Education Associates. I am even more enthusiastic about the work you do now that I have had the chance to learn more about it.

As we discussed, my experience at WorldTeach and my extensive international travel have instilled in me the desire to foster educational opportunities worldwide, and to promote cross-cultural understanding of educational methods and adapt them as appropriate in developing countries. I am particularly interested in the Educating for Global Citizenship Program due to its commitment to meeting the educational needs of the emerging global community by offering teachers, youth leaders, and community organizers ways to comprehend and respond to the critical and creative task of educating the world in the 21st century.

Thank you once again for your time and consideration. I look forward to speaking with you further about the contribution I could make to your organization and its constituents.

Sincerely,

Alina Cestari