

# Dartmouth Women in Business

The Fourth Edition  
2020 Spring (March to June)



## COVID-19 Announcement:

We hope all of you are staying safe and healthy during these unprecedented times. Given that we were not able to continue on campus for spring term (20S), WIB has adapted to using an online platform to continue holding meetings for members and discussing future initiatives pending our return to campus in the fall.

~ The Executive Board, WIB Meetings, WIB Initiatives, Alumni Interview ~

# 20S WIB Executive Board

There were **20 women** on the Executive Board, including **6 first-year students** ('23s). We have taken on new strategic projects as an Executive Board.



## Teaghan Callaway (’21): President

### **Major:** Economics and Government

Teaghan is interested in investment banking and has been involved in Women in Business since freshman fall. This past summer, she interned at J.P. Morgan in the Financial Institutions Investment Banking group. In addition, she also worked on Capitol Hill this past summer, interning in the office of a member of Congress. In addition to WIB, Teaghan is the Manager and team member of the Dartmouth Varsity Equestrian Team, dances for Fusion, and is active in her sorority, Alpha Phi.



## Stella Bernstein (’21): VP of Associates

### **Major:** Quantitative Social Science and Comparative Literature

This past fall, Stella completed an internship at Deerpath Capital, and has previously interned with NPR and SemSem. Stella is also a campus tour guide, serves on the Dartmouth Programming Board, and is involved with her sorority, Kappa Kappa Gamma.



## Paige Xu (’21): VP of Operations

### **Major:** Economics and Environmental Studies

Interested in technology and business, Paige interned for SAP Singapore in her freshman year as a field enablement intern. Her other experiences include a gap year working for an environmental NGO in Cambodia, and Paganucci Fellowship Program in Peru through the Tuck Business School. She will be working as a business analyst for McKinsey & Company this summer in San Francisco.



## Priscilla Liu (’21): VP of Corporate Relations

### **Major:** Economics

This past summer, Priscilla interned at Nexus Point Capital Partners analyzing private equity investments. Previously, she also completed internships in investment banking and asset management in Beijing and Hong Kong. On campus, she is also a Portfolio Monitor at the Dartmouth Investment and Philanthropy Program, a UGA, and a Chinese Drill Instructor.



## Lex Kang (’21): VP of Relations

### **Major:** Government, Linguistics, and Psych

Lex is interested in working in consulting or marketing and has spent her summers researching at Dartmouth and doing a marketing internship for Dartmouth's human resources. Lex is also involved in her sorority, Chi Delta, is an editor for *The Dartmouth*, and does linguistics research and works in a psychology lab.



## Sarah Wen (’22): Junior Campus Relations Chair

### **Major:** Economics and Linguistics

Freshman year, Sarah worked as a Beacon consulting fellow for a startup through the University College London and as a development intern for an educational startup in Texas. She is currently interning for Strategic Integrators, a boutique IT consulting firm, one of whose clients is in the Tuck School of Business.



## Louisa Gao (’22): Co-Tuck Chair

### **Major:** Mathematics

This past summer, Louisa interned at a machine learning lab at a university. Prior to that, she interned at a credit rating firm in New York. She does research at Tuck, and she is also a part of the SWS research team.



## Katie Reisman (’22): Co-Tuck Chair

### **Major:** Economics and Quantitative Social Science

This past summer, Katie interned at a capital placement firm in New York City that assists alternative investment managers with asset sourcing and fund development. In addition to WIB, Katie is involved in Dartmouth Investment Philanthropy Program, tutors students in economics and psychology, and is an EMT.



## Nicole Schwartz (’22): Co-Treasurer

### **Major:** Quantitative Economics and Mathematical Data Science

This past winterim, Nicole worked in Product Development at Electric Insurance Company. Last summer, she worked in the Strategic Alliances Division of American Fidelity Assurance. Nicole is also a member of Smart Woman Securities, where she served as a Research Analyst on the Healthcare Research Team.



## Victoria Hoffner (’22): Co-Treasurer

### **Major:** Economics

### **Minor:** Mathematical Finance

This past summer, Victoria interned at Meidlinger Partners, a small venture capital firm investing in the water technology, product, and service industry. She is also involved in Smart Woman Securities as the Campus Relations Chair, the Dartmouth Math Society as a writer while also tutoring economics and being a member of the archery team.



### Tara Krumenacker ('22): Co-Corporate Relations Chair

**Major:** Economics Modified with Mathematics

This past summer, Tara worked two legal internships: one in the Suffolk County Chief Deputy Clerk's office and the other at Angels for Warriors, a Long Island-based non-profit dedicated to veterans' services. Tara is involved in *The Dartmouth*'s finance and advertising staff and *The Dartmouth Law Journal*.



### Janelle Perez ('22): Co-Corporate Relations Chair

**Major:** Government Modified with Economics  
**Minor:** Philosophy

Janelle is a King Scholar committed to poverty alleviation through social entrepreneurship, impact investing, and law. She is the cofounder of two education-focused nonprofits and has previously interned with the International Organization of Migration and Manila-based law firm Cruz, Marcelo & Tenebraria among others.



### Barbara Yijing Li ('22): Senior Campus Relations Chair

**Major:** Economics and Government

Barbara has previously interned at a market intelligence firm, a social enterprise in Shanghai, and a design/fashion start-up in Hong Kong. On campus, she is the founding co-president for Women in Law and Politics, VP for Chinese Cultural Society, and a member of the Mock Trial Team.



### Rachel Hsu ('23): Associates Chair

**Major:** Economics and English

Rachel has interned at the International Tax & Investment Division of KPMG Taiwan, taught at the Asia-America Education Institute, and led contemporary dance workshops in Taipei. She is also an active member of the Dartmouth Dance Ensemble and the Dartmouth Classical Ballet Theater.



### Jennifer Qian ('22): Mentorship Chair

**Major:** Quantitative Social Science focus in Economics

**Minor:** Computer Science

In previous internships, Jennifer has worked at a venture capital/private equity firm, and a woman-led management consulting business. On campus, she plays on the Dartmouth Women's Ultimate team, serves as the Director of PR and Finance for DartMUN XV, and is also the sophomore elected Student Assembly senator for School House.



### Elizabeth Orecchia ('23): Public Relations Chair

**Major:** Economics

**Minor:** Environmental Studies

Previously, Elizabeth has completed internships at Alicia Adams Alpaca, HL Group NYC, and Engel & Volkers. Outside of WIB, she is also on *The Dartmouth* newspaper's advertising team, and in the Great Issues Scholars program.



### Diana D'Souza ('23): Co-Alumni Relations Chair

**Major:** Economics and Chinese

Diana is interested in the consulting, finance, and media fields. Diana is also an Opinion columnist for *The Dartmouth* newspaper and an Admissions Blogger for *People Pines Places*. She has previously interned for InStep Consulting.



### Sonali Soni ('23): Co-Alumni Relations Chair

**Major:** Economics and Spanish

Sonali is interested in finance and consulting. On campus, she is also involved in School House Council and is on the board for the finance and advertising section of *The Dartmouth*.



### Kat Paradise ('23): Co-Freshman Outreach Chair

**Major:** Quantitative Social Science

**Minor:** Art History

Along with WIB, Kat is involved with the volunteer group CoderDojo as well as the Mock Trial Team.



### Kyubin Kong ('23): Co-Freshman Outreach Chair

**Major:** Government

Previously, Kyubin has completed a social media marketing internship for a non-profit and ran a tutoring business. Outside of WIB, she is a member of Social Impact Non-profit Consulting (SINC) and Great Issues Scholars.

# Spring Meetings

We had a total of **4 Spring meetings** covering a wide variety of topics including speakers from different industries and workshops for essential skills. Three meetings from 20S are highlighted below:

## Week 3: Freshman Workshop



President Teaghan Callaway '21 led an hour-long workshop on finding freshman summer internships and maximizing your summer. Members learned how to cold email, cold call, and send a follow-up email. They also received a brief introduction to LinkedIn and the Dartmouth Career Network. The session concluded with tips from the seniors and a Q&A session.

## Week 5: Corporate Recruiting Workshop



This week, we held a workshop on tips for corporate recruiting and interviewing for upcoming sophomore summer virtual recruiting. After a brief industry overview, Teaghan explained the recruiting timeline, emphasized the importance of information sessions, briefly overviewed cover letter and resume tips, and gave advice for the video interview and “superday” interviews. Members were also exposed to the elevator pitch and case interviews.

## Week 6: Guest Speaker: Tyné Angela Freeman



- Former WIB member, Tyné Angela Freeman '17, shared her experiences as an independent artist in the music industry in a Zoom event. Freeman's presentation focused on entrepreneurship and the process of launching an independent music career. After asking attendees to think about and write down their natural inclinations and goals, she encouraged students to apply the experiences that she detailed throughout her presentation to their own stories and consider how they could grow. This talk deviated from past WIB events and shared the intersectionality between business and various careers rather than focusing on finance, consulting, and investment banking. One of the biggest takeaways from Freeman's presentation was the importance of sharing one's experiences in the professional world. She set a prime example of how there's an opportunity to pursue your passions, and in order to do so, it's important to be able to craft your story.

# WIB Initiatives

This term, the Executive Board decided to postpone implementation due to current circumstances and focus instead on refining and evaluating our strategy projects and discussing future goals to be better prepared for future terms.

## 2019-2020 Initiatives

### *Expanding Opportunities*

Based on member feedback, we began increasing opportunities outside of the more traditional paths to include opportunities in industries such as fashion, technology, law, marketing, media and advertising. Additionally, we have brought in a plethora of guest speakers from different industries including Jarett Burke, the owner of Lou's, a restaurant in Hanover, Ally Levy, the owner of Still North Books and Bar, a new bookshop/bar in Hanover as well as Mrs. Dow Jones, a finance influencer. We have also hosted webinars with Rent the Runway, an online service that provides designer clothing rentals, for members to learn about opportunities there. These events have been some of our members' favorites as they have exemplified to our members that not everyone has to follow the same path to be successful while simultaneously introducing alternative career paths. Through guest speakers and promoting different recruiting events, WIB has expanded our member base and reach by exploring industries other than finance and consulting.

### *Local Internship Program*

WIB launched the Local Internship Program as an initiative to help young women interested in business gain real-world experience by interning at businesses in the Upper Valley. The WIB Local Internship Program pairs WIB members with a variety of local businesses in different industries for a 10-week, unpaid internship. This opportunity allows members to gain hands on experience early on in their Dartmouth career and exposes them to industries outside of those listed by the Center for Professional Development. Additionally, these work experiences are especially important to Dartmouth students to build more internship experience, since taking classes sophomore summer sometimes leads to Dartmouth students having less internship experience than other students at peer institutions.

## **Future of WIB**

### *Magnuson Center Partnership*

By partnering with the Magnuson Center for Entrepreneurship and with Dartmouth alumni, WIB hopes to expand upon the opportunities available to members and increase our presence not only in the Dartmouth community, but in the business world globally.

To do this, WIB has created the following goals and future initiatives for the upcoming years:

1. Create a more diverse set of programming for meetings

With the help of Dartmouth alumni on the WIB Magnuson Advisory Board, we hope to gain feedback from alumni on areas of improvement in our programming and utilize their expertise and experiences to best tailor our meetings to a continuously changing business world.

2. Allow members to access the support of a global network of alumni

One of our goals is to have more frequent and constructive relationships with our alumni. For instance, we would like to host more alumni to visit and check in on our club in Hanover while also providing members with updates since graduating from Dartmouth. We also want to engage more alumni in our club and be able to receive constructive feedback from them while also being able to help bring Dartmouth WIB more into the spotlight in the professional world.

3. Engage in conversations and events with a national community of business-oriented women

Another goal for the upcoming year is to create an opportunity to "career trek" to Boston and New York. On these career treks, our members will be able to participate in numerous shadowing opportunities, network with alumni during meals, chat with industry professionals, and overall gain better insight into the life of a working woman in Boston and New York.

## WIB Alumni Interview with Michelle Knesbach '17

*Michelle Knesbach '17 was a former Women in Business member. On campus, she was involved in the Dartmouth Investment and Philanthropy Program (DIPP), Smart Women Securities (SWS), and the College Republicans. She has also worked with U.S. politicians such as Sen. Rand Paul and Gov. Jeb Bush to develop grassroots initiatives for college students. Now, she is an investment banking associate at Nomura Securities. We were able to speak to her about her career path and time at Dartmouth.*



### What was your major? What were you involved in on campus?

“I was a double major in Economics and Government. I was the President of the College Republicans, so I spent a lot of time scheduling events for politicians to come on campus, but I also did a bit of campaigning. In addition, I was interested in international relations and wrote my senior thesis in the economics department.”

### How did you end up working in investment banking?

“I initially was working in equity research because I thought that was more interesting. But about a month into the job, I transferred to investment banking because my equity research team left. Despite that, I wanted to work in finance in general and specifically equity research because I wanted a job that would equip me with a strong skill set. I didn’t really know what I wanted to do, but I knew good training would make me more professional and help me better understand business.”

### How did your experience at Dartmouth prepare you for your career?

“This is something that I didn’t expect, but even if you’re working in a more quantitative job, like investment banking, your communication skills are extremely important. The best thing that Dartmouth taught me was how to write. A lot of people on my team would say, “Oh, get the girl from Dartmouth to proofread it.” Whether you’re writing emails to clients or making pitch books, writing is essential. Dartmouth also taught me how to think and develop a framework. In college, you may think the answer comes from plugging in numbers. In reality, it’s a lot more complicated than that. You have to

analyze complex problems, and the economics department did an unbelievable job with developing my problem-solving skills.”

### **Can you walk us through a typical day?**

“My day-to-day varies a lot. Contrary to what most people think, investment bankers actually get in pretty late. I arrive at my office at 10 AM, and that’s when a lot of the other analysts and associates are getting in. I’ll sit down and check my emails. Most of my time — about 60% — is spent going back and forth between PowerPoint and Excel making pitch book materials for a live deal. I spend 10% of my day trying to catch up on the news to see if there’s anything important to tell my clients. Also, I spend a lot of time on the phone. I might spend two to three hours on phone calls, taking notes, and explaining analysis to clients. Hours-wise, a typical day is from 10 AM to 11 PM.”

### **Do you have any advice for WIB members?**

“I think there are two different realms of advice that I’m speaking to because some people are going through the interview stage, and some are looking to get an offer. If you’re going into interviews, spend a lot of time understanding investment banking concepts. Look at past deals that have happened and see how those numbers tie into the deals. That probably sounds ridiculous, but I do a lot of interviews at Nomura, and more than half of people don’t understand DCF or transaction comps. In terms of advice for people who actually have offers or an internship, be meticulous. Your bosses can spot errors like that—double check, triple check to make sure that everything’s perfect.”

*Interviewed Conducted & Transcribed by Diana D’Souza ’23*

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## **Give a Rouse!**

### **’20s Post-Graduation Employment**

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- **Lila McKenna: Interest Rate Product Sales at Goldman Sachs**
- **Natalie Garcia: Investment Banking Analyst at JP Morgan**
- **Erika Ogino: Associate Consultant at Bain & Co.**
- **Laura Walk: Private Equity Group Analyst at Goldman Sachs**
- **Isabella Pesavento: Business Analyst at McKinsey & Company**
- **Muna Momah: Associate Consultant at Bain & Co.**
- **Angelina Choi: Portfolio Analyst at Brown Advisory**
- **Roshni Dugar: Investment Analyst at Insight Partners**
- **Danah Han: Software Engineer at Microsoft**

**Congratulations to our graduating seniors!**

## Stay in Touch

Email: [women.in.business@dartmouth.edu](mailto:women.in.business@dartmouth.edu)

Instagram: [@dartmouthwib](https://www.instagram.com/@dartmouthwib)

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

## Get Involved with the Alumni Database

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

### Tier One: Minimal Commitment

- Involvement in the Alumni database & open to being contacted by Dartmouth WIB Members
- Join WIB Alumnae Facebook & LinkedIn Group

### Tier Two: Recruiting Advisors

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

### Tier Three: Mentors

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

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

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*Newsletter created by Sonali Soni '23 & Diana D'Souza '23 (Alumni Relations Co-Chairs 20S)*

*Edited by Lex Kang '21 (VP of Relations)*