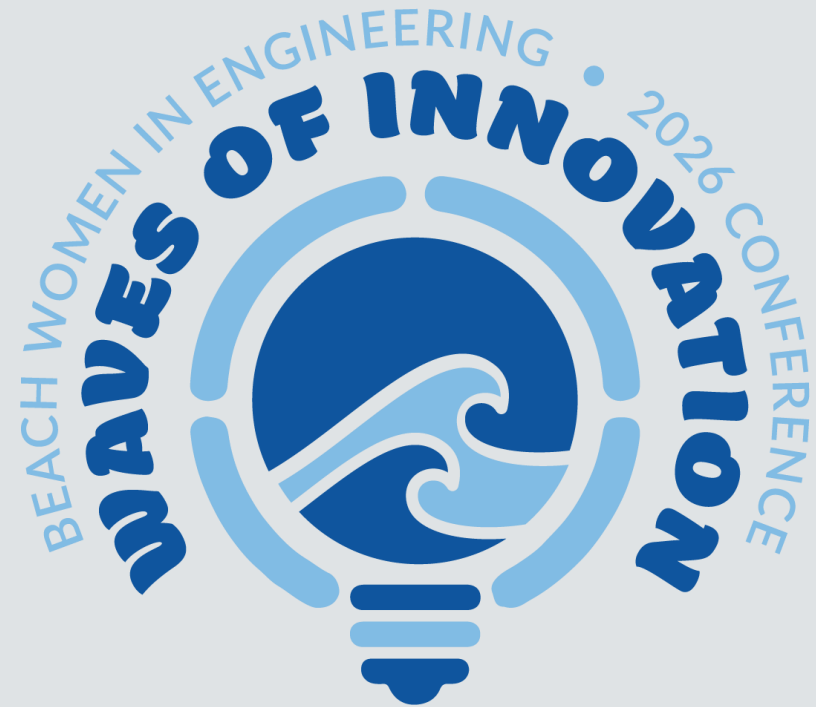


RIDE YOUR WAVE

DEVELOP YOUR NETWORK:
STRATEGIC NETWORKING
FOR ENGINEERS

PRESENTED BY
100+ WOMEN STRONG



CONTENT SPEAKER



Rosario Maltbia

Sr. Facility Engineer

–

Shell USA

–

University of Houston,
BS Electrical Engineering

COACHING CIRCLE LEADERS



Susan Brennan

CEO/Board
Director

–

Susan Brennan
Leadership

–

University of
Nebraska

Omaha- MBA

University of
Illinois

Champaign
Urbana – BS

Microbiology



Debbie Meeks

Deputy
Director Fuels
Assessment

–

California
Energy
Commission

–

CSULB - BS
Chemical
Engineering



Ethel Rubio

Principal/
Owner

–

Ethel G. Rubio,
Assoc. AIA

–

USC - Bachelor
of Architecture



Rachel Sands

Distribution Staff
Engineering
Manager

–

Southern
California Edison

–

Cal Poly
Pomona - MS
Engineering
Management;
CSULB - BS
Electrical
Engineering



Sarah Sasaki

Career
Counselor

–

College of
Engineering
Liaison

CSULB Career
Development
Center

–

CSULB - MS
Counseling



Kawsar Vazifdar

Civil Engineer

–

Los Angeles
county Public
Works

–

UCLA – MS Civil
Engineering;
UCLA – BS Civil
Engineering

LOOK AHEAD

- **Introduction to Networking**
- **3 Important Skills**
- **Networking Strategies:
Internship vs First Job**
- **Practice (Break-out Activity)**



REALITY CHECK

70% of jobs are never published publicly ¹
85% of jobs are filled through networking ²



Myth

Networking =
extroverts + small talk



Reality

Networking =
info exchange + relationship building

NETWORKING EARLY

Career Equation

Opportunity = Skills × Visibility



Why Network Early

Opportunities **1**

Advice & Mentorship **2**

Industry Insight **3**

Project Visibility **4**

WHEN NETWORKING HAPPENS

Real networking happens in everyday situations:



Internships



Meetings



Lunches



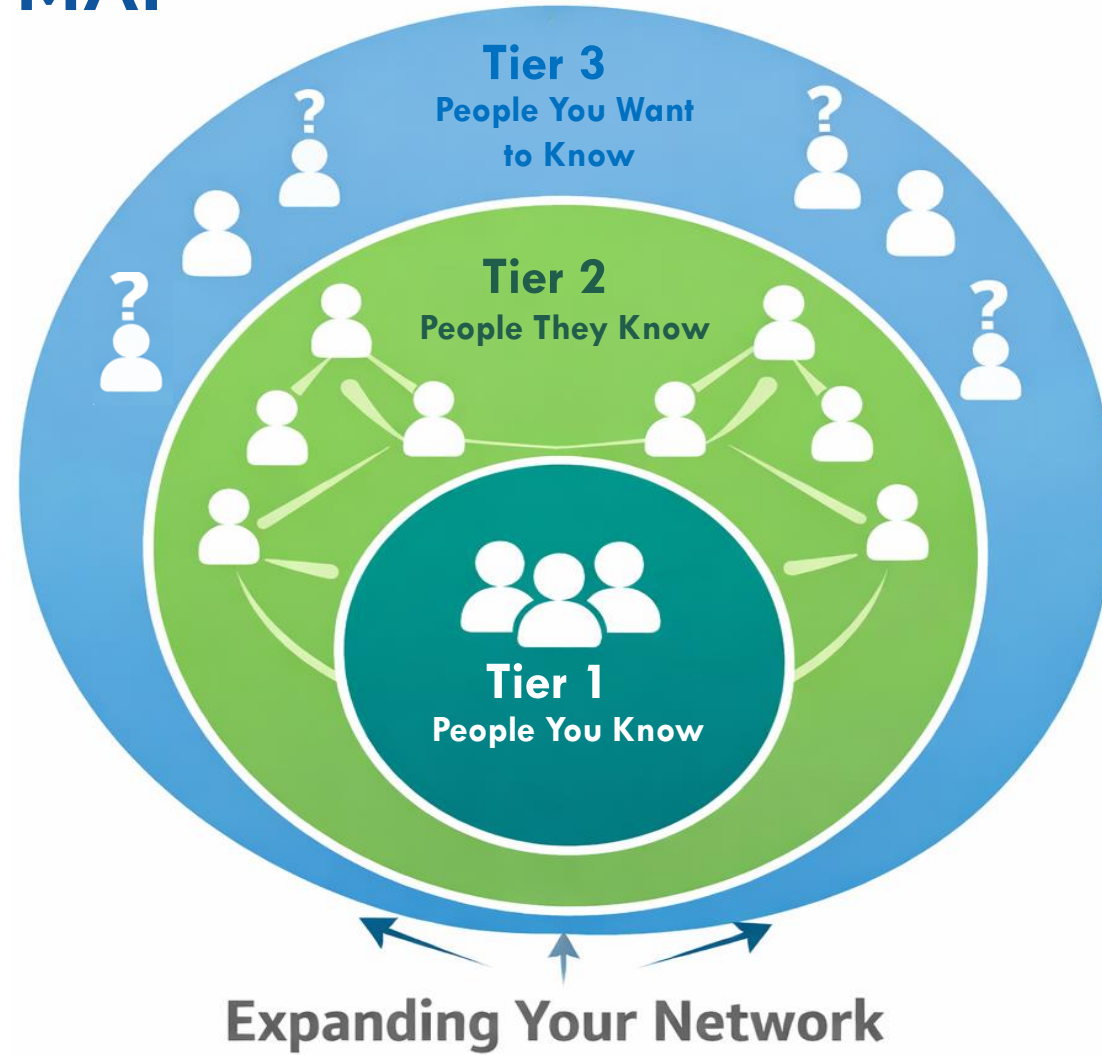
Projects



Hallway Chats

Networking is less about events and more about awareness.

NETWORKING MAP



3 IMPORTANT SKILLS

Strong networkers consistently do three things well:



3 IMPORTANT SKILLS



**Clear
Introduction**



Intro = Name + Discipline +
Goal + Strength

This structure makes you clear,
confident, and memorable

Networking Intro
≠
Elevator Pitch

3 IMPORTANT SKILLS



Thoughtful Questions



The fastest way to stand out is not talking about yourself, it's asking strong questions

Thoughtful questions signal curiosity, professionalism, and interest

Common networking mistakes:

- Only networking when job hunting
 - Talking more than listening
 - Asking generic questions
 - Not following up

3 IMPORTANT SKILLS



Follow-up



Conversations start relationships.
Follow-ups build them

A simple follow-up message shows professionalism, appreciation, and attention.

STRATEGIES



Internship

- Goal is NOT just completing tasks
- Goal is understanding how the organization works and connecting with people who can teach you that
- Meet people outside your immediate team
- Ask about career paths, projects, and lessons learned
- Leave with relationships, not just experience



STRATEGIES



First Job

- Network should extend beyond your team
- Opportunities often come from outside your reporting structure
- Build visibility with peers, mentors, and project leaders
- Connect with cross-functional partners
- Reputation grows through consistent interactions



STRATEGIES



Easy Actions

Internship Actions

- Schedule 15-minute coffee chats
- Ask coworkers about their career path
- Request feedback from multiple people

First Job Actions

- Introduce yourself to cross-functional teams
- Attend optional meetings
- Volunteer for **visible** tasks
- Follow up with people who help you

**You don't learn networking
by hearing about it.**

**You learn networking by
doing it.**





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