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HSN

USF INTERNS
LEARN ON THE JOB



Learning on the Job

Internships enrich the student experience, preparing students for the workplace.

LORIE BRIGGS | USF College of Business

When engineering student Mason Chilmoneyzk sees boxes of Tylenol and similar products on grocery store shelves, he sees the end-product of hours of design work and planning. An intern with Pharmaworks, a company that designs, manufactures and rebuilds pharmaceutical packaging machinery, the 21-year-old helps build the machines that might be seen on an episode of the Science Channel's television show, "How It's Made."

"Pharmaworks builds and repairs the machines, commonly known as thermoformers, that create blister packages used for pain relievers or cold medications," says Chilmoneyzk. "As an intern, I work alongside the engineers who design the tools to take the raw product, place it in the cavity, seal it, and ensure safe, quality packaging for pharmaceuticals."

Chilmoneyzk gets excited when he talks about the opportunities his internship has provided.

"I am always designing something. I get to see and personally experience how this industry functions—hands-on," he says. "It's great!"

Parents, university leaders and executives have long advised students to find internships, suggesting they enrich learning and help students safely discover workplace realities. Research shows this is sage advice.

A recent study by the National Association of Colleges and Employers found a strong positive relationship between a student having an internship and an increased probability of receiving a full-time job offer while searching for a job prior to graduation.

The bottom line: internships help students land meaningful jobs, with good salaries, in their chosen fields—a metric used to measure success.

"Student success is, of course, a USF priority and such experiences are invaluable," says Paul Dosal, vice provost for Student Success. "One of the benefits of being located in a metropolitan area like Tampa is that USF has rich opportunities to partner with many



Mason C.

"I am always designing something. I get to see and personally experience how this industry functions—hands on."

Photo: Mason Chilmoneyzk with Peter Buczynsky, president of Pharmaworks, who recruited Mason for an internship after a campus networking event.

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Photo: ANNEE BLODGETT | USF News



José J.

“Tech Data opened my eyes to a completely new side of marketing.”

Photo: José Jarquín and Sara Key, HR business partner, the liaison between the company and USF’s Marketing Practicum.

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Kristel Lugo Mass Communications Major, HSN

Kristel Lugo can’t help but grin as she puts on her headset in the HSN studios. A mass communications major in the telecom track, Lugo is a television production intern at the leading interactive entertainment and lifestyle retailer headquartered in St. Petersburg.

“HSN is giving me so many chances to shadow people who work in a variety of positions,” she says. The 22-year-old has worked with assistant directors, helped the lighting crew, handled the slate, helped set up shots, and created some live-to-tape spotlights. She has already seen some of her work on air, which, Lugo admits, is exciting.

Lugo says the HSN internship is helping her narrow her career goals. A prior internship at CW44-WTOG Tampa Bay, an independent television station, helped her build a portfolio and gain experience. She wrote stories for the station’s blog and learned the ins and outs of producing a live show.

“I wanted to work in TV production but wasn’t really sure how,” she says. “I loved interning at CW44 and the people were great, however the HSN

organizations—Fortune 100 companies to small businesses—to provide students from all majors opportunities to extend classroom learning.”

In February, USF signed a letter of agreement with the Tampa Bay Workforce Alliance to place 10 undergraduate students in internships with small to medium local companies that are trading internationally or will be doing so in the near future. In addition to gaining supply chain industry experience, the students will earn course credit and an hourly wage (paid in part by the alliance), while benefiting the Tampa Bay business community as it seeks to expand its skilled workforce, particularly in the import/export arena.

“We want to extend these opportunities to more students because we know that internships enrich the student experience, improve graduation rates and prepare students for careers,” Dosal adds.

Internships provide immediate rewards in terms of work experience, but it is about more than simply adding content to a résumé, says College of Business Dean Moez Limayem.

“Internships help students build a network of industry contacts and give

them a chance to develop a portfolio of work samples—all of which lead to better jobs at better salaries,” he says.

“Interns who understand business basics, are eager to learn, and demonstrate a capacity to grow are highly sought-after in the entry-level job market,” says Limayem. “Employers view internships as part of their talent recruitment strategy, a chance to see if a potential hire fits with the firm.”

One such company, Tech Data, works with USF’s Marketing Practicum – a professional development and internship course in the College of Business. The IT products and services distributor gives students a chance to work in the fast-paced technology industry and frequently extends job offers at the conclusion of an internship.

“Tech Data places tremendous value in academic partnerships. A key component of our alliance is an internship program that provides students with the opportunity to gain hands-on experience while adding value to our organization,” says Marian Morlock, director of talent acquisition and development. “Through this program, we are preparing students for the workforce while creating talent-ready job applicants for future employment at our company.”



Kristel L.

“HSN is giving me so many chances to shadow people in a variety of positions.”

Photo: Kristel Lugo operating one of the cameras in Studio C at HSN.

Photos: AMIEE BLODGETT | USF News



Vanessa W.

"I have learned a lot and this is the type of career I'd like to pursue."

Photo: In the foreground, USF intern Vanessa Williams, surrounded by (l to r) USF St. Petersburg intern Melissa Tobin; Theresa Manteiga, manager of Competitive Intelligence & Survey Research at Raymond James and a USF grad; and Angela Ghiselin, survey research analyst at Raymond James.

the investment banking, asset management and financial services holding company.

Today, she works with the marketing research and competitive intelligence team. There, Williams provides survey support—designing surveys, analyzing data, and presenting results.

"I sought out an internship at Raymond James because it dealt with marketing strategy, relationship man-

agement and consultative sales," she says. "I have learned a lot and this is the type of career I'd like to pursue."

"A previous internship at a sales company helped me determine that the direct sales avenue isn't for me," she says, acknowledging that was a valuable lesson.

At Raymond James, Williams has learned how to use Qualtrics (a web-based survey tool) and how to properly word survey questions. She has honed her statistics skills, too.

"I am grateful for courses that prepared me for the job," she says. She is also grateful for the rapport that she has built with her coworkers.

"I've been able to build some great relationships and started to build a network," she says.

She hopes the company will extend one more offer at the end of this semester—for a full-time job.

Isabel Carta

Finance and International Business Double Major, Interfinanz

Isabel Carta will graduate in May with three international internships under her belt. Currently working as an intern with a mergers and acquisitions firm in Düsseldorf, Germany, 23-year-old Carta has also been an intern at a procurement company in Schriesheim, Germany and a coffee company in Santa Tecla, El Salvador. She says that while traveling solo across the world might seem scary to some, the experiences give her a head start on her desired career—one in finance at a global firm.

"My father worked abroad so we moved around a lot," she says. "This gave me an appreciation for different

Isabel C.

"I have learned how to adapt to different circumstances and see how businesses do things differently based on local customs."

Photo: Isabel Carta, an honoree in the College of Business 25 Under 25 program, will graduate with three international internships under her belt.



cultures and countries." Carta decided to spend her college years focusing on developing skills that will allow her to continue to explore the world. "By double-majoring in finance and international business, I will have opportunities to explore, live and work all over the globe," she says.

"I am grateful to have had a chance to intern in Latin America as well as two totally different areas of Germany," Carta says. "I have learned how to adapt to different circumstances and see how businesses do things differently based on local customs."

Carta's first internship was with Fraterna, a Salvadoran coffee company in the center of the Americas. She worked in the firm's finance department, handling entry-level business and accounting tasks.

After that internship concluded, Carta returned to USF, but she didn't stay on campus long. She spent the fall semester in Germany, serving as an intern for Fuduric GMBH, a firm that bids on governmental contracts

from the United States, European Union and United Nations.

"It was a great internship. I helped the company establish its finance department in Germany," Carta says. "I also helped them prepare for a government audit and saw how German audits were different from American ones."

Today, Carta is an intern at Interfinanz in Germany. She landed the internship there after a cold call—one of the firm's partners!

"Sometimes you just have to take a chance," she says.

John Tuy

Accounting Major, PricewaterhouseCoopers

Accounting majors usually wait until their junior or senior years to serve as interns, but 20-year-old John Tuy didn't want to wait. He sought out early internships and, thanks to a USF School of Accountancy alumnus,



John T.
 Photos: (l) John Tuy worked the accounting career fair in Feb., the USF-sponsored event where he met PricewaterhouseCoopers mentor and USF alumnus Justin Nikolich the year prior. (r) Tuy and Nikolich on the job at PwC.

spent last summer in a discovery internship with one of America's "Big Four" firms, PricewaterhouseCoopers.

"I went to the USF Career Fair as a sophomore just to get a better understanding of what employers would be looking for in the future," says Tuy. "I met alumnus Justin Nikolich there and we really hit it off."

Nikolich helped Tuy land a rotational discovery internship that helps younger students gain insight into the profession, learn about the firm's lines of service, and get a glimpse of "PwC" culture. During the three-month, 40-hour/week program, students shadow audit and tax professionals and participate in simulated audits or tax filings.

"It allowed me to apply what I learned in several different classes and see them in a big picture," says Tuy. "It also helped me in class. I made an A in my tax class last semester, partly because I had already seen 1040 tax forms at PwC," he says.

One of the things Tuy liked about the early internship: its professional development workshops.

He traveled to Atlanta for a three-day personal branding training at CNN Plaza and he was able to travel to South Florida—alongside one of the firm's partners—for a job shadowing experience.

Tuy's decision to pursue an early internship appears to have been a smart one. PwC has already tapped him for a traditional internship this summer and has expressed interest in discussing a job offer the following year.

"I hope that after I finish my master's degree in 2016, I will call PwC home."

José Jarquín
 Marketing Major, Tech Data

José Jarquín recently spent a summer as an intern in Guatemala with Leo Burnett Worldwide—a network of global advertising agencies. There, the 21-year-old Guatemala City native worked in the account management department, helping to create and implement point-of-purchase events, working on associated budgets, and conducting client research.

"I did a little bit of everything," Jarquín says. One of his tasks: visiting markets to help evaluate how promotional materials for one of the company's clients, a large local poultry producer, were being displayed or used at the street level.

"I went to small outdoor markets across Guatemala City and looked at our clients' street-level promotions and compared them to how competing brands were promoting their products," he says. "We did this to find out

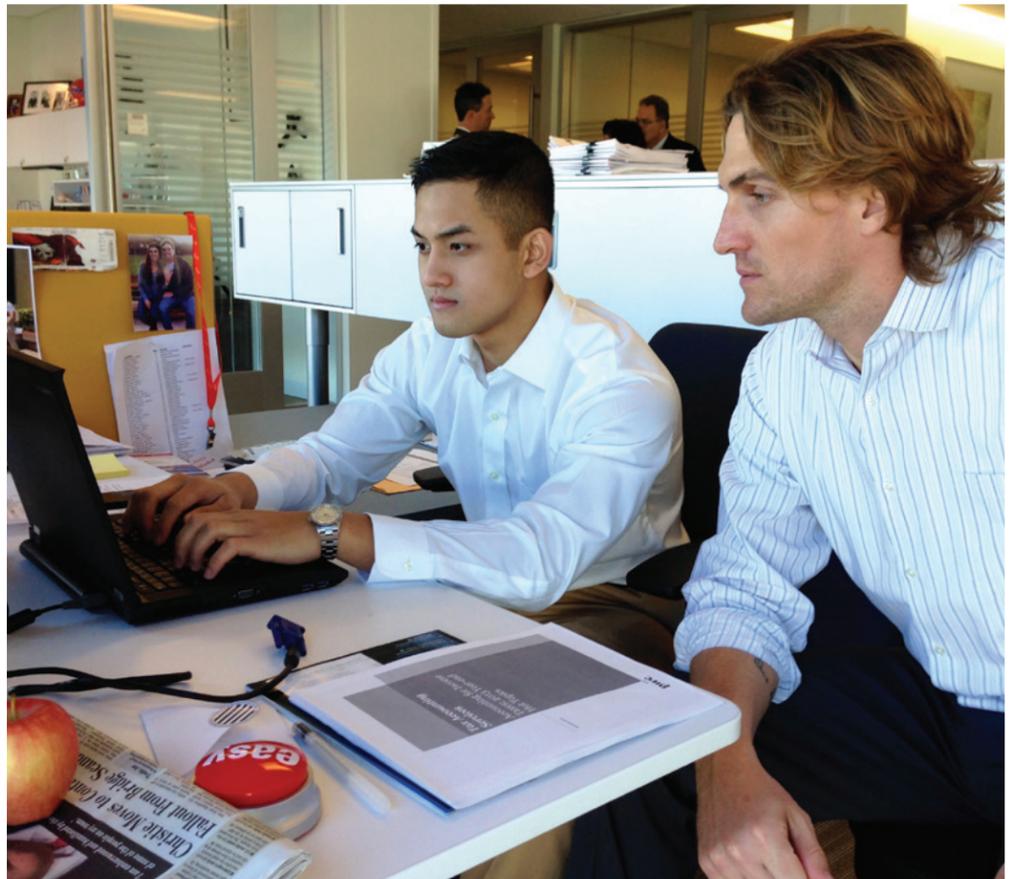
how our agency could help them sell more chicken."

Jarquín's recent internship at Tech Data, a Fortune 200 distributor of IT products, couldn't be more different. There, he worked on internal sales portals, learned new software and used it to educate the sales team and update internal websites.

"Tech Data opened my eyes to a completely new side of marketing," he says. "I had never considered this kind of work as marketing until I worked there—and I really liked it."

Jarquín says the hardest part of the project was learning new software while simultaneously learning industry lingo and updating content.

"Learning the software was frustrating at times, but I am really glad that I did this. I now know how to navigate that kind of system. It boosted my confidence," he says.



Mason Chilmonczyk
 Engineering Major, Pharmaworks

Mason Chilmonczyk says one of the best parts of his internship is that he gets to learn from other people's mistakes. Working in reverse engineering at Pharmaworks, Chilmonczyk explains that as engineers design and test machines, or as parts wear with age, problems arise.

"We build the custom cartoning machines used by pharmaceutical companies worldwide. After we design it, clients come to our shop for testing, and then we tweak things to make sure everything runs properly," he explains.

Chilmonczyk gets to work alongside seasoned electrical and mechanical engineers to fix issues such as life cycle issues and spring tension problems.

"They definitely don't 'baby' the interns," he says. "Technicians will hand me a problem—say a part isn't

working properly—and take me on the floor to show what would happen in the field. It has to be fixed. We're constantly figuring out ways to solve a problem."

Chilmonczyk credits USF's American Society of Mechanical Engineers (ASME) for helping him find the internship.

"ASME hosted an internship mixer where I met the CEO of Pharmaworks," Chilmonczyk says. "He talked about what it was like to work in a machine shop and two weeks later, I had an interview." Now, he says, he is seriously considering a career there. ■

Photos: Pg. 32, ANNEE BLODGETT | USF News; pg. 33, courtesy of John Tuy