## NEW Externship Hosts Just Added 10/18/2018

### Business/Consulting/Real Estate/Sales

#### DC, Washington

<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Special Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>943</td>
<td><strong>Life + Relationship Coach</strong> Joanna Platt Coaching Mathematics '08</td>
<td>Students should be creative, have an interest in people, and possess writing skills.</td>
</tr>
</tbody>
</table>

**DC, Washington # 943**

**Description:** Host is a life and relationship coach for high achievers. Host coaches people 1-on-1, hosts events, has online courses, and is creating an online community. Students will learn about the behind-the-scenes of running an online business and launching an online community.

**Special Requirements:**

- **# of day(s):** 2
- **Week(s) of Jan 21**
- **Housing Available?** No

#### NJ, Hillsborough

<table>
<thead>
<tr>
<th>#</th>
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</tr>
</thead>
<tbody>
<tr>
<td>1252</td>
<td><strong>Vice President Country Classics</strong> Economics &amp; Business '85</td>
<td>Student should have an interest in real estate.</td>
</tr>
</tbody>
</table>

**NJ, Hillsborough # 1252**

**Description:** Host's firm is a real estate development company. Students will spend time with the following departments: Sales, Finance/Accounting, Construction, Marketing and Management. As part of the externship, students will:

- Attend weekly project meetings, learning milestones and critical path processes.
- Sit with the comptroller and learn an overview of financial reporting, budgeting/forecasting and project acquisition criteria.
- Sit with marketing coordinator and review: leads, reporting and different methods of outreach, especially using the internet.
- Sit with the sales manager to review and understand the buying process and how each step in the process flows through our organization and the members it involves along the way.
- Sit with the construction manager to layout the entire construction process, focusing on the checkpoints, schedules, permitting, safety and inspection processes it takes to build a home.

**Special Requirements:**

- **# of day(s):** 5
- **Week(s) of Jan 14, Jan 21**
- **Housing Available?** No

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*See FULL Booklet of Opportunities at:*  
https://careerservices.lafayette.edu/career-planning/externships/
Communications/Advertising/Marketing/Public Relations

PA, Allentown

# 1253 Vice President, Corporate Strategy and External Affairs Coordinated Health
Marketing and Communications Friend

Description: Host is responsible for driving growth for Coordinated Health through the integration of marketing, business development, communications, and external affairs functions. Host establishes and builds strong external alliances that support Coordinated Health’s continued growth and expansion.

Coordinated Health is a specialized hospital and health network with locations throughout eastern Pennsylvania and western New Jersey. Coordinated Health employs more than 1,400 highly skilled personnel across 17 locations, with facilities including specialty hospitals, ambulatory surgical centers, transitional care units, multi-specialty clinics and care on demand walk-in centers.

Students will learn about marketing and communications in a dynamic and highly competitive healthcare environment - and will be exposed to the various employment opportunities in this particular field.

Special Requirements: Sophomore or Junior who is high energy, enthusiastic, a good communicator or writer.

# of day(s): 5 Week(s) of Jan 21 Housing Available? No
Events/Hospitality

**MS, University**

<table>
<thead>
<tr>
<th># 909</th>
<th>Event Coordinator</th>
<th>Inn at Ole Miss</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Alumni Association</td>
<td>Economics &amp; Business/Gov't &amp; Law '12</td>
</tr>
</tbody>
</table>

**Description:** The Inn at Ole Miss is owned by the Alumni Association for the University of Mississippi. Host currently oversees all event spaces within the hotel and conference center as well as the cafe where hotel guests eat daily. The Inn hosts banquet dinners, wedding receptions, corporate and university conferences. Host oversees all outside catering and ensures all events are executed according to the client's wishes. Host is also in charge of the administrative aspects of the department (billing, cost analysis, inventory, etc.)

Students would be able to see many different moving parts with venue/event management as well as get hands on experience from the administrative side for a business. They will have the opportunity to shadow other departments within the hotel if desired.

*Reduced rate accommodations available for Extern. Externship will be two to five days in length depending on host and student availability.*

**Special Requirements:** Desire to learn more about the hospitality industry; willingness to shadow beyond standard work hours (normal work hours are not always present in this industry). Ability to react and problem solve.

**# of day(s):** 3  
**Week(s) of Jan 7, Jan 14, Jan 21**  
**Housing Available?** No

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### NY, New York

<table>
<thead>
<tr>
<th>#</th>
<th>Managing Director</th>
<th>Institution</th>
<th>Bank/Division</th>
<th>Major</th>
<th>Year</th>
<th>Description</th>
<th>Special Requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>428</td>
<td>Managing Director</td>
<td>Network Management</td>
<td>JP Morgan Chase Bank</td>
<td>Psychology '86</td>
<td></td>
<td>Network Management is responsible for engaging and managing correspondent banks for the firm, which are used to settle transactions throughout the world. These can include standard wiring of funds and the custody of securities.</td>
<td>Sophomore, Junior, or Senior liberal arts major (no Economics majors) interested in the finance industry.</td>
</tr>
<tr>
<td>898</td>
<td>Managing Director</td>
<td>Institutional Equity Division</td>
<td>Morgan Stanley</td>
<td>Math &amp; Economics '97</td>
<td></td>
<td>Extern will observe a typical day in a Sales and Trading organization. Host will arrange for the extern to get exposure to sales, trading, risk management, compliance and prime brokerage functions by shadowing different employees.</td>
<td>Please note this externship will likely take place the week of January 21st, but student should have flexibility in scheduling to adapt to host’s calendar.</td>
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**# of day(s):**
- 428: 3 Week(s) of Jan 7, Jan 14, Jan 21  Housing Available? No
- 898: 1 Week(s) of Jan 21  Housing Available? No

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## Law

### NY, Bronx

<table>
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<th>Position</th>
<th>Organization</th>
<th>Details</th>
</tr>
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<tbody>
<tr>
<td># 1254</td>
<td>Acting Supreme Court Justice</td>
<td>New York State Unified Court System</td>
<td>Host presides over a wide range of felony trials at New York State Supreme Court, Bronx County, Criminal Term. Students will be hosted in chambers, and will accompany judge to court proceedings. Students will receive an introduction to the New York State Court System. Externs will have the opportunity to observe pretrial hearings and trials. Special Requirements: Students should have an interest in the law, and intellectual curiosity. # of day(s): 5 Week(s) of Jan 7, Jan 21 Housing Available? No</td>
</tr>
<tr>
<td># 1135</td>
<td>Associate Justice</td>
<td>Supreme Court of the State of New York</td>
<td>The Appellate Division of the Supreme Court, First Judicial Department, is one of four intermediate appellate courts in the State, and holds jurisdiction over the Counties of New York and the Bronx. Appeals are taken to the Appellate Division, as a matter of right, in civil and criminal cases, from the Supreme Court, Surrogate’s Court, Family Court, and Court of Claims. As a branch of the Supreme Court, the Appellate Division has broad powers to review questions of law and fact, and to make new findings of fact. It serves as the court of original jurisdiction in certain types of matters; other cases reach the Appellate Division after they have been reviewed by the Appellate Term, a lower appellate court. Since, with few exceptions, appeals to the Court of Appeals, the State’s highest court, are by permission only, the Appellate Division is the court of last resort in the majority of cases. Over 3,000 appeals, 6,000 motions, and 1,000 interim applications are determined each year. In addition, the Appellate Division admits roughly 3,000 new attorneys to the Bar each year, disciplines practicing lawyers, and otherwise exercises its judicial authority in Manhattan and the Bronx. The host is an Associate Justice of the Appellate Division of the New York State Supreme Court, First Department. The Extern will have the opportunity to inquire of the Justice about her work and the legal profession in general, and observe argument of the court and discuss it with the Justice and her clerk. You may also have the opportunity to visit the N.Y.S. Supreme Court, observe a civil or criminal trial, and discuss the trial, legal issues, and career questions with the judge, clerk, and other lawyers. Special Requirements: Host’s anticipated availability is the week of January 7, but could change. Students should have scheduling flexibility to coordinate opportunity with host. # of day(s): 2 Week(s) of Jan 7 Housing Available? No</td>
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### Non-Profit (Advocacy, Museums, Other)

#### NY, White Plains

<table>
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<tr>
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<tr>
<td>1255</td>
<td>Events &amp; Social Media Manager</td>
<td>Lifting Up Westchester</td>
<td>Lifting Up Westchester restores hope to Westchester County’s men, women and children in need by providing them with food, shelter and support—and lifting them to greater self-sufficiency with dignity and respect.</td>
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<tr>
<td></td>
<td></td>
<td>Government &amp; Law ’15</td>
<td>For almost four decades, Lifting Up Westchester has worked to permanently change the lives of our neighbors in crisis by finding them stable, long-term housing and providing the support they need to rebuild their lives. We serve approximately 3,500 Westchester residents each year through four key program areas: Emergency Food &amp; Shelter, Housing Stabilization, Vocational Training &amp; Employment, and Next Generation Educational Opportunities. Students participating in this externship will experience first-hand the inner-workings of a premiere tri-state area nonprofit. Students will work alongside the development department, observing fundraising strategy, outreach efforts and branding of a cohesive mission. The development department is responsible for appeals, solicitations, social media &amp; web content, hard copy collateral, organizational branding, and much more. Students will have the opportunity to tour the homeless shelters and soup kitchen we operate as well as speak directly with case managers and directors about their experiences with the organization. This hands-on externship will provide students insight into the nonprofit community and highlight its ability to impact the lives of the hundreds of homeless and at-risk men, women, and children we serve each year.</td>
</tr>
</tbody>
</table>
|     |                            |                                        | **# of day(s):** 5  
**Week(s) of Jan 14**  
**Housing Available:** No |

#### PA, Philadelphia

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| 1256| Volunteer Coordinator/Career Advisor | Welcoming Center for New Pennsylvanians | The Welcoming Center for New Pennsylvanians is a non-profit organization that connects immigrants to career opportunities in Philadelphia. The International Professionals Program (IPP) team addresses the problem of brain waste in their work, as many immigrant professionals in the Philadelphia area are unemployed or underemployed, working in low-wage jobs. This externship would be an opportunity to learn more about immigration issues, cross-cultural dialogue, and non-profit work in Philadelphia. Externs will meet with IPP team members, view experiential workshops with immigrant professionals, and learn about public/private partnerships throughout the city. Other tasks may include reviewing resumes and cover letters with international professionals, observing individual advising sessions when possible, and learning about curriculum development. The extern would observe a night workshop from 5:30-7:30 as part of the externship, in addition to usual business hours. | Special Requirements: General interest in international affairs and/or non-profit work, understanding of cross-cultural dialogue and understanding, passion for social justice issues, and general understanding of basic resume/cover letter practices. | # of day(s): 2  
**Week(s) of Jan 14, Jan 21**  
**Housing Available:** No |

See FULL Booklet of Opportunities at: [https://careerservices.lafayette.edu/career-planning/externships/](https://careerservices.lafayette.edu/career-planning/externships/)
NY, New York

# 631 Global Head of Digital, Mobile, and Social

Deltatre

International Affairs '04

Description: Millions - perhaps even billions - of sports fans have seen Deltatre’s work, but practically none of them have heard of the company. Deltatre works across the digital and broadcasting space, from web and app builds to new fan engagement tools to over-the-top live streaming, to broadcast services, results systems, and broadcast graphics. Deltatre has built the most-visited sport website for 10 years running and has been involved in the broadcast of 6 of the 10 most viewed sporting events of all time.

The host’s role within the company spans product innovation and strategy, commercial management, corporate strategy, and sourcing and negotiating strategic partnerships, regularly interacting with all business units and pillars. Extern will get a good overview of product innovation, development, and management and strategic partnerships (along with whatever else comes up that week) as well as a behind-the-scenes look at how the technology side of sport functions.

Externship will last between two and five day depending on host availability.

Special Requirements: Junior or Senior interested in the intersection of sports, media, and technology (tech skills not mandatory). Student should be available all three program weeks to allow for flexible scheduling in alignment with host’s travel schedule.

# of day(s): 3 Week(s) of Jan 7, Jan 14, Jan 21 Housing Available? No
Technology (Data, Software, Start-Ups, Support)

NJ, Mahwah

# 885  Principal Technical Consultant  Nuance Communications, Inc.

Description: Host is a senior software engineer in the Nuance Professional Services Division, which includes being involved in the implementation of applications for enterprise firms seeking to improve their customer self-service automation. Host typically performs a technical lead role which means he is responsible for the full technical implementation of projects. Projects involve multiple technical environments with a high level of customer interaction. Host works in the full life cycle of projects including design/requirements, coding/programming, testing, installation, documentation, and providing maintenance and support. Host has experience with Java, C++, XML, JSP, and VXML.

Externs will observe as host meets with customers, coordinates technical teams and solves technical problems. Observation of the full gamut of project life cycle and interact with software engineers, user interface designers and project managers, as well as learn how software engineering principles are applied in some real world scenarios and get a taste for their future career possibilities in this field.

Special Requirements: Computer Science majors with strong communication skills, both written and oral. Externs should possess an interest in software development as well as customer interaction. Externs should exercise flexibility when scheduling based on host availability.

# of day(s): 1  Week(s) of Jan 7, Jan 14, Jan 21  Housing Available?  No