



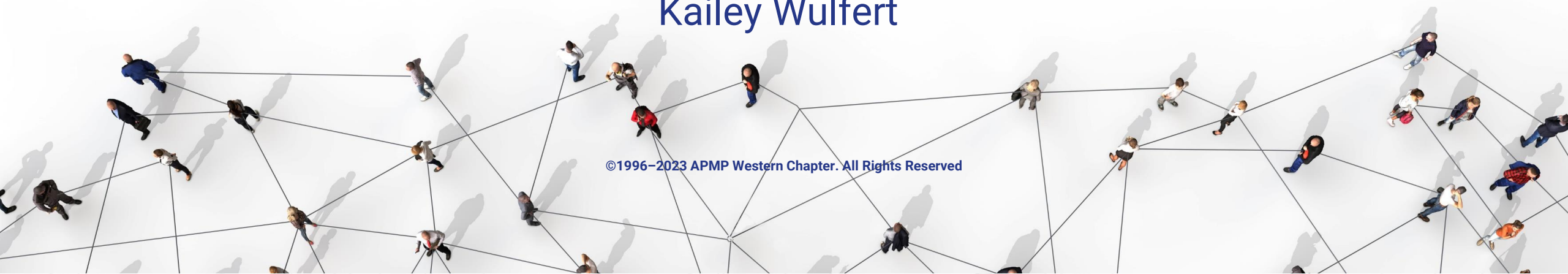
Beginning Successful Careers

Emilia Dronkert

Emily Wilcoxson

Kailey Wulfert

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Agenda

5: Intro

10: Guidance for Early Career Professionals

10: Guidance for Managers

10: Work/Life Balance

10: Audience Question and Answer

Guidance for Early Career Professionals

What was your journey to proposal management? What was appealing to you about proposal management?

Guidance for Early Career Professionals

What are the best things your company has done for you and other early career professionals?

Guidance for Early Career Professionals

How do you establish a good reputation, or “build your brand”?

Guidance for Early Career Professionals

What advice do you have for professionals just starting out in proposal management?

Guidance for Early Career Professionals

What challenges did you face early in your career?

Guidance for Managers

What was your experience being trained in proposal management?
What worked well? What could have been better?
Did you use any APMP tools during training?

How can hiring managers bring early career talent in?

What has kept you at your current role? If you've left a role, what encouraged you to leave?

Career Development

Have you ever felt bored in a role? What did you do to address this?

How have you been able to explore other interests within business development?

Career Development

Where do you see yourself in five years? Ten years? Beyond?

Audience Q&A

Questions?