



THE UNIVERSITY OF TAMPA OFFICE OF CAREER SERVICES

# ANNUAL REPORT

---

**2022-2023**



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# THE OFFICE OF CAREER SERVICES TEAM



The Office of Career Services serves as a bridge between students' college experience and life after UT. Starting with students' first year at UT and continuing beyond their graduation, we are here to help students **explore** who they are and their career options, connect their **experience** — whether it is academic, campus involvement and engagement, internships, or work experience — to careers or graduate school, and **achieve** their post-graduation goals.

**EXPLORE**

**EXPERIENCE**

**ACHIEVE**

## EXECUTIVE SUMMARY

**95.1%**

of total graduates achieved their post-graduate goals

**2,282**

Total appointments with both alumni and current students

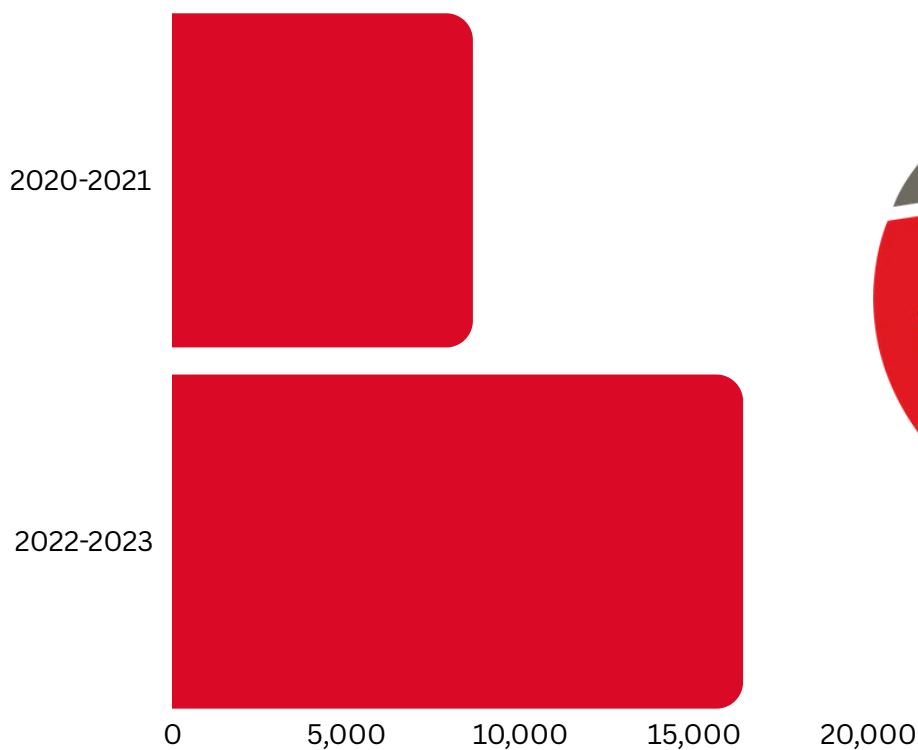
**183**

Career-related events were hosted across campus and virtually

**17,956**

Student applications submitted for job opportunities

## INTERNSHIPS POSTED TO HANDSHAKE



## STUDENT APPOINTMENTS

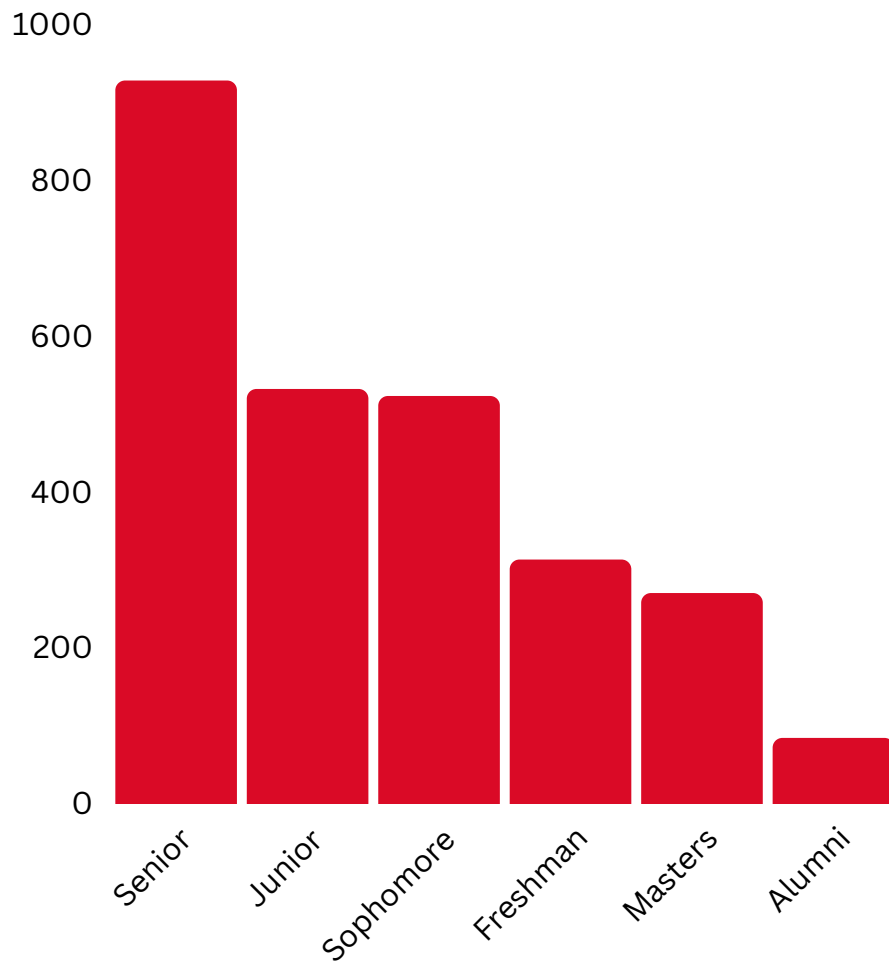
**1,028**

Total drop-in appointments with both alumni and current students

**2,282**

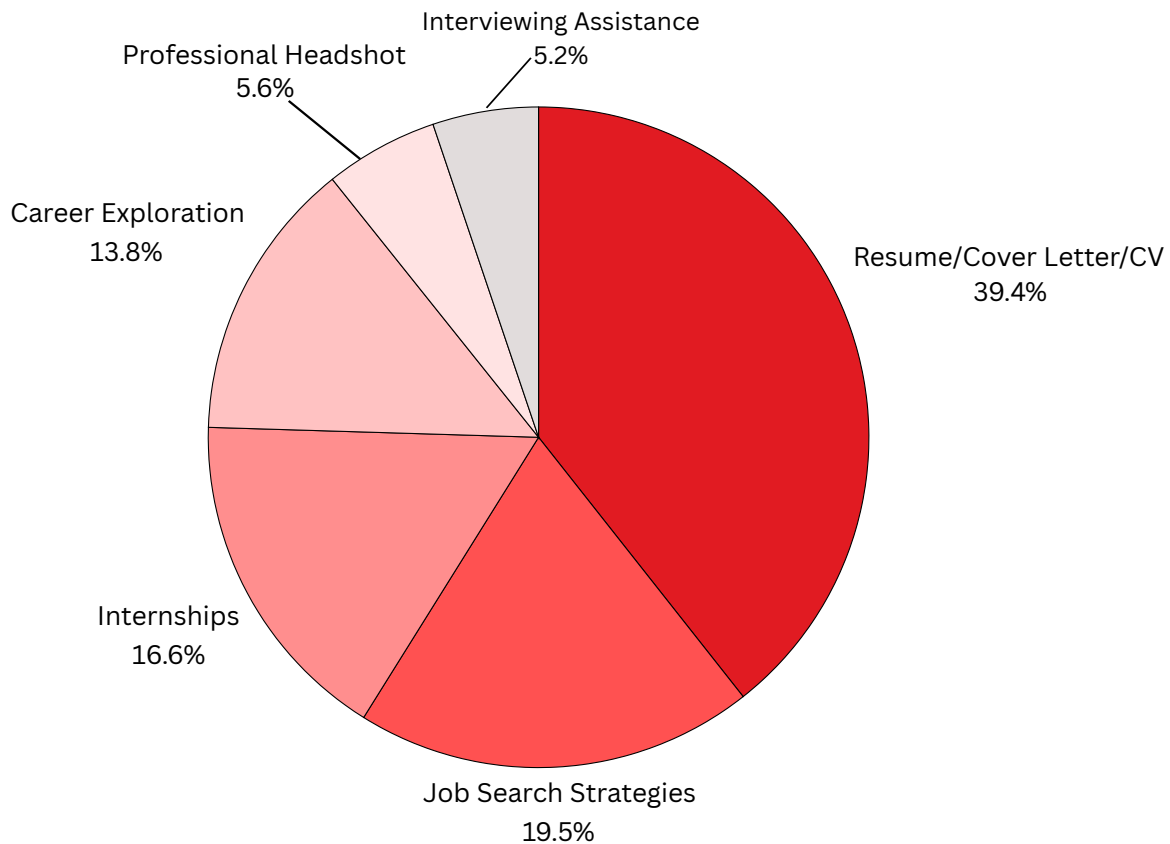
Total appointments with both alumni and current students

## REQUESTED APPOINTMENTS BY CLASS



# STUDENT APPOINTMENTS

## TOP REQUESTED APPOINTMENTS



1. Resume Building/Review (Freshmen/Sophomores)
2. Resume Building and Review (Seniors)
3. Internship Search Strategies
4. Resume Building and Review (Juniors)
5. Internship - Class Credit Approval
6. Exploring Career/Major Options (Freshmen/Sophomores)
7. Professional Headshot
8. Job Search Strategies (Seniors)
9. Exploring Career/Major Options (Seniors)
10. Resume Building and Review (Graduate Students)

# ACADEMIC CURRICULUM

## UTAMPA 201

### Career Readiness

An important aspect of a liberal arts education is preparing students to be contributing members of a civil society. This includes providing skills and information to prepare students for life after graduation. We know that students are in various stages of their career readiness journey and we have designed a **required** career readiness course that will meet them where they are right now. It also provides the resources to help them in the future if they stay on the same career path, or choose to go a different direction. We encourage students to take this online course the semester following completion of their first-year experience course(s) so they can benefit from the resources provided throughout their college experience.

### UTAMPA 201 Career Readiness (10 Module Course)

This online course will introduce students to resources that will help them determine their career goals, identify strategies for developing and articulating their Spartan Ready<sup>®</sup> competencies and develop a professional portfolio. It is recommended that the course be completed during their second year at The University of Tampa but must be completed before enrolling in their Spartan Studies Culminating Experience Course(s).

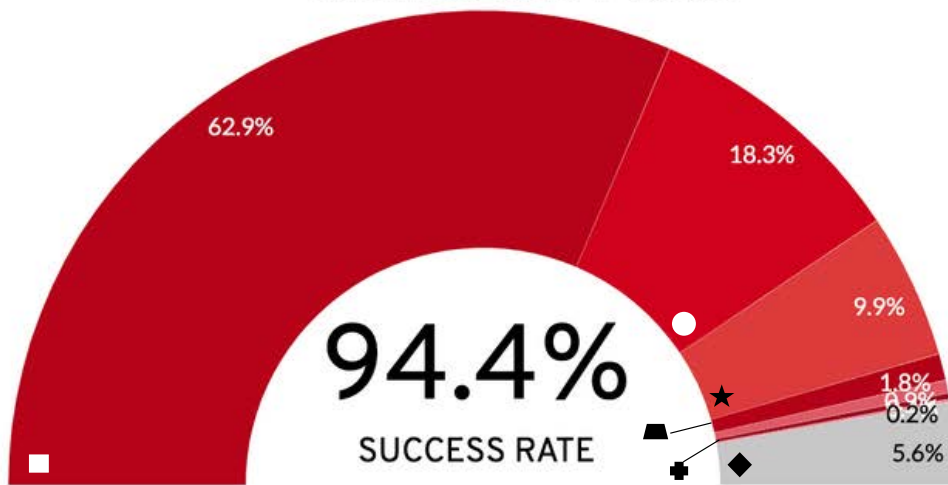


# UNDERGRADUATE OUTCOMES

## Executive Summary:

Data from fifty-nine percent (58.7%) of the 2021 undergraduate degree recipients were collected from online surveys, faculty, employers, and other verifiable information sources in accordance with the National Association of College and Employers' First Destination Standards. (Data obtained for 1,135 out of 1,933 total graduates.)

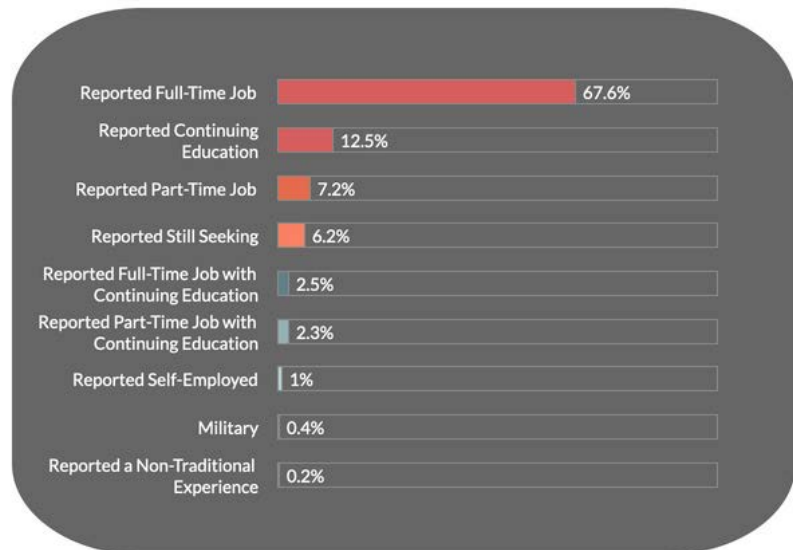
## Immediate Plans



94.4% of respondents from the undergraduate **Class of 2021** survey (May, August, December graduates) reported success in achieving their post-graduate goals. 5.6% were still seeking full-time employment.

- Full-Time Employment (62.9%)
 □ Continuing Education (18.3%)
- ★ Part-Time Employment (9.9%)
 ■ Self-Employed (1.8%)
 ▲ Military (0.9%)
- + Non-Traditional Experience (0.4%)
 ⬛ Not Seeking (0.2%)
 ◆ Still Seeking (5.6%)

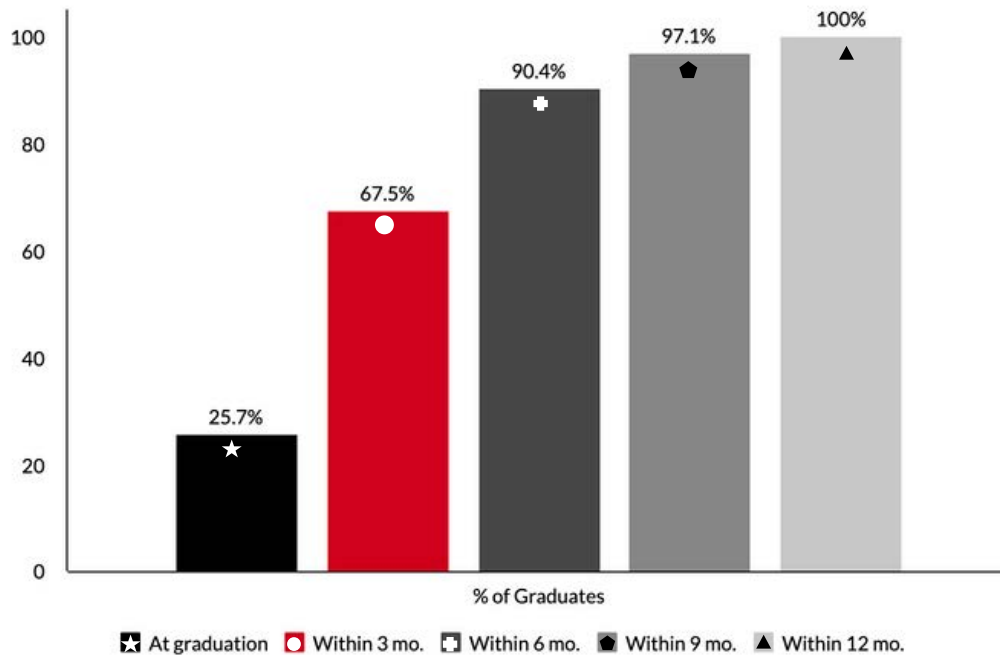
Of the graduates who responded to the First Destination Survey, 487 indicated they completed an internship. Of those 487 respondents:



## INTERNSHIPS

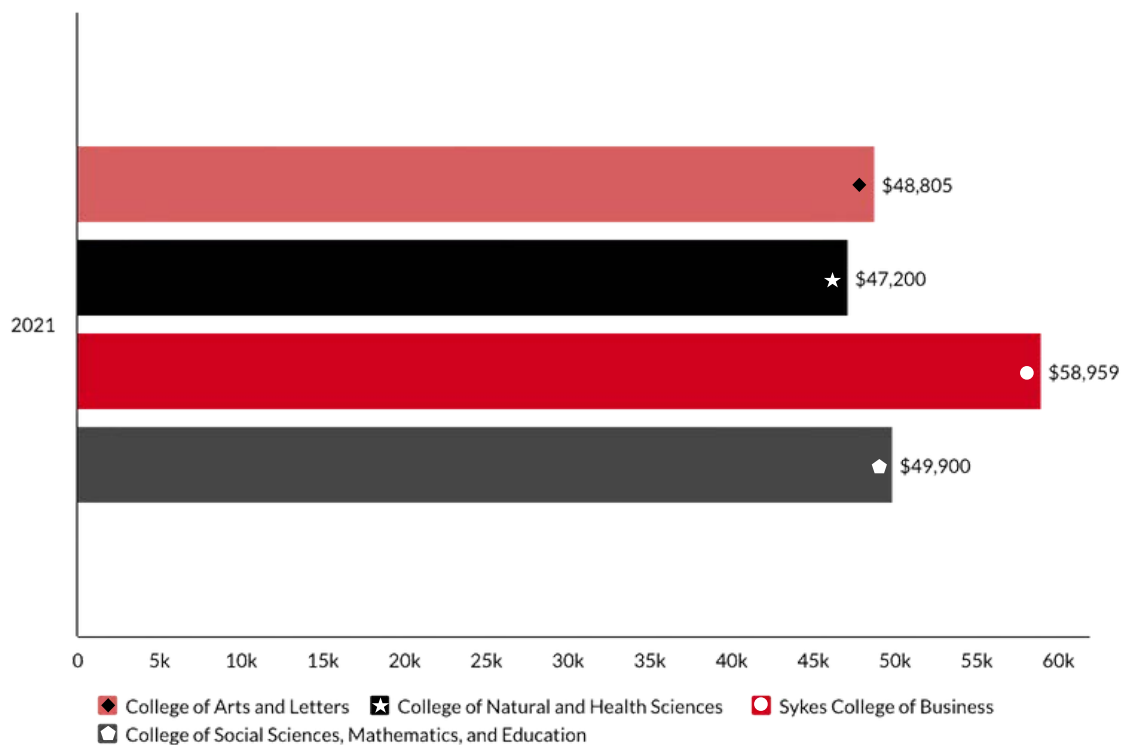


Of the 751 graduates who reported being employed full-time, 751 provided information on when they began employment. Data collected from the undergraduate Class of 2021 indicated the following:



## TIMEFRAME OF EMPLOYMENT

## SALARY DATA REPORTED



## Class of 2021 Residency:

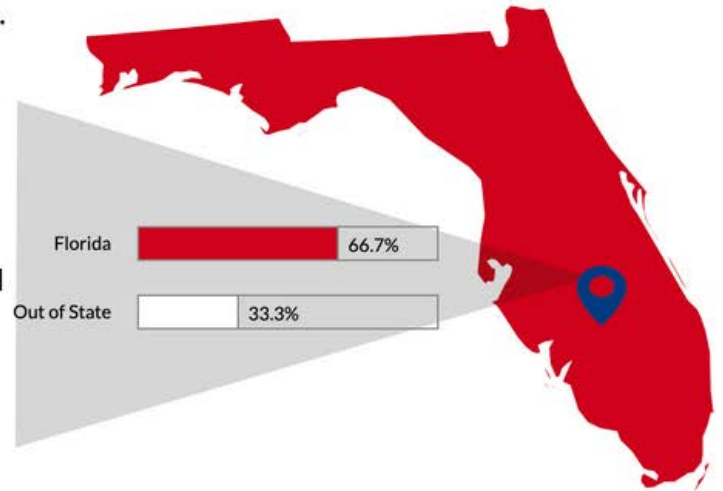
Graduates from the Class of 2021 live all across the U.S. and internationally.

1,001 of the 1,135 graduates responding to the survey reported where they planned to live after graduation.

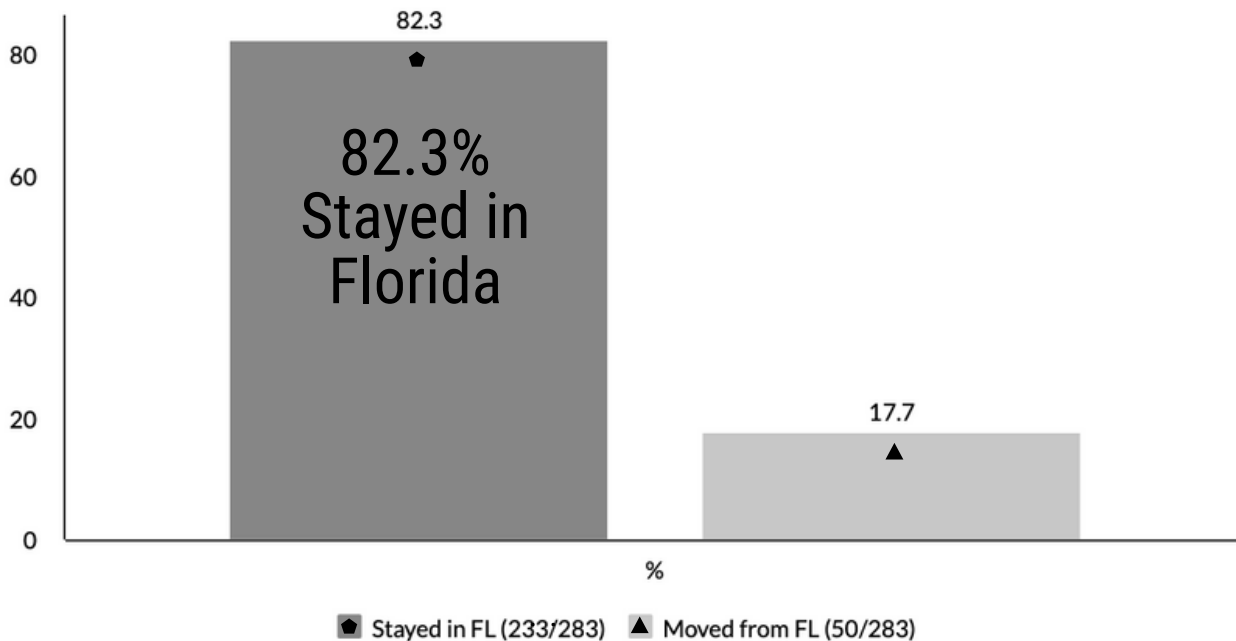
Sixty-seven percent of the Class of 2021 undergraduates responding to our survey report Florida as their top destination after graduation — choosing to remain in Florida for either graduate school or employment opportunities.

Internationally, UT graduates are employed or attend graduate school in Europe, Africa, Asia, the Caribbean, the Middle East, Central and South America, and Canada.

### Post-Grad Residency



## Students from Florida who Reported Full-Time Employment



# SAMPLE EMPLOYERS OF CLASS OF 2021

- ABC Solutions, LLC
- Automatic Data Processing Inc. (ADP)
- Advent Health
- Affordit
- A-LIGN
- AssuranceAmerica
- Avstatmedia
- Barnett, Kirkwood, Koche, Long & Foster, P.A.
- Bartaco
- Battelle
- Baycare
- Bayshore Title
- Built On Better Integrity (BBI) Logistics
- Binder Dijker Otte (BDO)
- Behavior Interventions, Inc.
- Bench Craft Company
- Benchmark International
- BlueGrace Logistics
- Boyd Gaming - Diamond Jo Casino
- Generic Injectable Medications (BPI) Labs
- Broadstaff
- Brooksource
- Brown Brothers Harriman
- C&I Studios
- Carahsoft
- Cardinal Health
- Catalina
- Coldwell Banker Richard Ellis (CBRE)
- Centella Ndoki
- CGI
- Chemic Laboratories, LLC.
- Chubbies, Inc.
- CIEE - teach abroad
- Citi
- Clear ph Design
- Dallas Cowboys
- Ernst & Young (EY)
- Fidelity Investments
- Fisher Investments
- Florida Financial Advisors
- Formulated Solutions
- Frank Recruitment Group
- Harness
- Hillsborough County Schools
- Hillsborough County Sheriff's Office
- Horizon Media
- Immunologix Laboratories
- Keller Williams Realty, Inc.
- KnowBe4
- Literacy Leadership Technology (LLT) Academy Inc
- LoanFlight Lending
- Masonite
- MassMutual
- Maxim Healthcare Group
- Miami Dolphins and Hard Rock Stadium
- Mirantis Inc
- Moffitt Cancer Center
- Morgan Stanley
- National Bank of Kuwait
- Netsuite
- Nielsen
- Nordstrom
- Nordflug Helicopter Tours
- Northwestern Mutual
- Onx Homes
- Otegrity
- Patria
- Penn Medicine, Univ of PA Health System
- PennyMac Loan Services
- Perez Eye Center
- Pizzo Elementary
- Prime Engineering Incorporation
- Procore Technologies
- Publix
- PulteGroup
- Quadrant Biosciences
- Raymond James
- Regener-Eyes, LLC
- ReliaQuest
- Ripple Foods, Berkeley California
- Rothman Orthopaedic Institute
- Schellman & Company
- Software Development Life Cycle (SDLC) Partners, L.P.
- Sodexo
- State Attorney's Office, 13th Judicial Circuit
- Stretch Lab
- Sunbelt Staffing
- SynDaver Labs
- Tampa General Hospital
- The ExCo Group
- The Powerline Group
- The University of Tampa
- United States Congress
- University of South Florida
- USHealth Advisors
- Wealth Advisors of Tampa Bay




Hillsborough County  
PUBLIC SCHOOLS  
Preparing Students for Life



FI  
FISHER INVESTMENTS



TGH Tampa  
General  
Hospital.



Publix.



EY



Advent Health



RELIAQUEST



RAYMOND  
JAMES®



M

MOFFITT



bluegrace®



BayCare



KnowBe4  
Human error. Conquered.



Morgan Stanley

# GRADUATE AND PROFESSIONAL SCHOOL PLANS FOR THE CLASS OF 2021

- Adler University
- American University
- Arizona State University
- Belmont University
- Berklee School of Music
- Boston College
- Boston University
- Chatham University
- College of Staten Island
- Emory University
- Florida Atlantic University
- Florida Gulf Coast University
- Florida International University
- Florida Southern College
- Florida State University
- Fordham University
- Galen College of Nursing
- Gannon University
- George Mason University, Antonin Scalia Law School
- Hofstra University
- IE Madrid
- Immaculata University
- Interamerican University of Puerto Rico School of law
- Lake Erie College
- LECOM School of Dental Medicine
- Liberty University
- Louisiana State University
- Mercer University
- Merrimack College
- Midwestern University
- Missouri State University
- New England Law | Boston
- New York Law School
- Northeastern University
- Nova Southeastern University
- Pace Law
- Pennsylvania State University
- Pepperdine Graziadio Business School
- Robert Fiance Beauty School
- Ross University
- Sacred Heart University
- Saint Leo University
- Southeastern Louisiana University
- Southern New Hampshire University
- St. Thomas University
- Stetson University College of Law
- SUNY New Paltz
- Syracuse University
- Teachers College, Columbia University
- The Chicago School of Professional Psychology Los Angeles
- The University of North Carolina at Greensboro
- Touro University Worldwide
- Tulane University
- UI Chicago School of Law (John Marshall Law School)
- University of Iowa
- University of Central Florida
- University of Florida
- University of Georgia College of Veterinary Medicine
- University of Maryland
- University of Miami
- University of Michigan Ann Arbor
- University of Pennsylvania-Coding Bootcamp
- University of South Florida
- University of St. Augustine
- University of Tampa
- University of Tennessee Knoxville
- University of the Sciences in Philadelphia
- University of Wisconsin Law School
- University of Georgia
- Utica University
- Utrecht University
- Vanderbilt University
- Villanova University
- Western University of Health Sciences
- Widener University



## **CAREER SERVICES CAREER AMBASSADORS**



"I have had the privilege of serving as a career ambassador since Spring 2020 and was recently promoted to lead career ambassador in Fall 2022. As my time at UT comes to an end, I have realized that many of my favorite memories from college have been in the Office of Career Services. This role has challenged me to become an advocate for myself and others, to be a better public speaker, and the balance of both being on a team, and leading it, all while supporting me through my own career exploration. I have loved getting to know the students that come in the office and helping them on their personal career journeys. What I will take most from this role are the qualities of a supportive, inclusive, and healthy work environment, and the excitement and ease that comes with loving where you work."

**TORI WALTERS**

**B.S. HISTORY AND CRIMINOLOGY - MINOR IN LEADERSHIP STUDIES  
CLASS OF 2023**



"I have had the honor of representing this University for the last three semesters as a career ambassador and now as a lead career ambassador for the Office of Career Services. This has been one of the most uplifting, gratifying, and memorable experiences of my life. Constantly connecting with my peers to help them develop their professional abilities through drop-ins and on-campus events all while seeing them reach their goals is a truly incredible feeling. To not only help others, but to see myself grow as a person in these roles by helping and connecting with others is something I will always be grateful for here at The University of Tampa."

**LYLE KAMBACK**

**B.S. ALLIED HEALTH - MINOR IN EXERCISE SCIENCE AND SPORT STUDIES  
CLASS OF 2025**



"It has been both my honor and my pleasure to work in this office for the past three semesters. I began working in this office my freshman year, and I can honestly say it has been one of the best decisions I have made for my personal growth and fulfillment. It is so incredible to see students reach their goals and know that I helped them achieve those goals. I am so grateful for the experiences I have had in this position, the team I work with, and the students that utilize our office and entrust me to help them achieve their goals. This role has enabled me to grow so much, and I am excited to continue my journey with the Office of Career Services."

**KAITLYN DEBIE**

**B.S. CRIMINOLOGY AND CRIMINAL JUSTICE - MINOR IN POLITICAL SCIENCE  
CLASS OF 2024**

## **CAREER SERVICES COMMUNITY IMPACT**



"It has been a privilege to be able to have my office support me in joining the Emerging Leaders of Tampa Bay through the Tampa Chamber. I've had the opportunity to meet young professionals in the area and attend events that not only left me with valuable information, but I've been able to bring that information back to our Spartan community. Additionally, I've been lucky enough to be paired with a mentor through their mentor-protégé program. Having a brilliant community partner that I can learn from and have by my side has been such a pleasure. I couldn't recommend joining enough – you'll get tons of wisdom and an even bigger community."

**Marissa Russo**  
**Assistant Director of Career Readiness**  
**Emerging Leaders**



"The career development and college recruiting space is filled with so many great opportunities. Our regional association, SoACE, provides its members with professional development, knowledge sharing, industry trends, and the fostering of long-lasting relationships. I have benefited greatly from continued education and mentorship. Serving on the board of directors of SoACE is a tremendous honor. I have gained so much as a member myself and now it's my chance to give back. I look forward to supporting our members through our targeted knowledge groups. It's truly an exciting time for the profession as innovation, technology, and leadership continue to share the world of work."

**Matt Battista**  
**Manager of Employer Development**  
**Member – SoACE Board of Directors**



"I've served on the Workforce Development Committee for the past 7 years. Our charge is to develop workforce talent, advocate for new educational initiatives and encourage meaningful academic and business partnerships."

**Kelly Allgeier**  
**Associate Director of the Office of Career Services**  
**Member – Workforce Development Committee, Tampa Bay Chamber of Commerce**

## CAREER SERVICES COMMUNITY IMPACT



"I have been involved in leadership roles with the National Association of Colleges and Employers (NACE) throughout my professional career. Serving in these roles provides an opportunity to not only contribute to the profession but to gain valuable insights and information from those with whom I have worked. Engagement in NACE has also been the foundation for building a global network of career services and talent acquisition colleagues who have served as resources, confidants and mentors."

**Tim Harding**

**Assistant Vice President for Career Development and Engagement  
Chair Elect for the National Association of Colleges and Employers (NACE)**



"Over the past year, I have had the opportunity to be a part of the Emerging Leaders program through the Tampa Bay Chamber. Engaging in a variety of events such as panel discussions with industry professionals, volunteering, and employer site visits has provided me with a richer understanding of the diverse employers making an impact throughout the community. Additionally, I've further developed skillsets in networking, public speaking, and leadership as a growing professional. I look forward to continued involvement in this organization as I further my professional goals and strive to positively impact my work with students."

**Christina Bevilacqua**

**Career Readiness Coach  
Emerging Leaders**



"This year's class really dug deep to understand what makes Tampa tick and how they can positively impact the community we all love. Leadership Tampa's 9-month journey provides class members with a unique opportunity to engage at a level most professionals in Tampa will never be able to experience. The impact of the program and this class will be incredible on this city for years to come."

**Mark Colvenbach**

**Executive Director of the Office of Career Services  
Leadership Tampa Chair, Class of 2023**



# GRADUATE OUTCOMES

## Executive Summary:

Data from fifty-five percent (55.3%) of the 2021 graduate degree recipients were collected from online surveys, faculty, employers, and other verifiable information sources in accordance with the National Association of College and Employers' First Destination Standards. (Data obtained for 247 out of 447 total graduates.)

### Immediate Plans



95% of respondents from the graduate **Class of 2021** survey (May, August, December graduates) reported success in achieving their post-graduate goals. 4.9% were still seeking full-time employment.

- Full Time Employment (83.8%)    □ Part Time Employment (6.1%)    ▲ Self-Employed (2%)
- ★ Continuing Education (1.2%)    ▢ Not Seeking (0.8%)    ◆ Military (0.4%)
- ⊕ Non-Traditional Experience (0.8%)    ◆ Still Seeking (4.9%)

## Class of 2021 Residency:

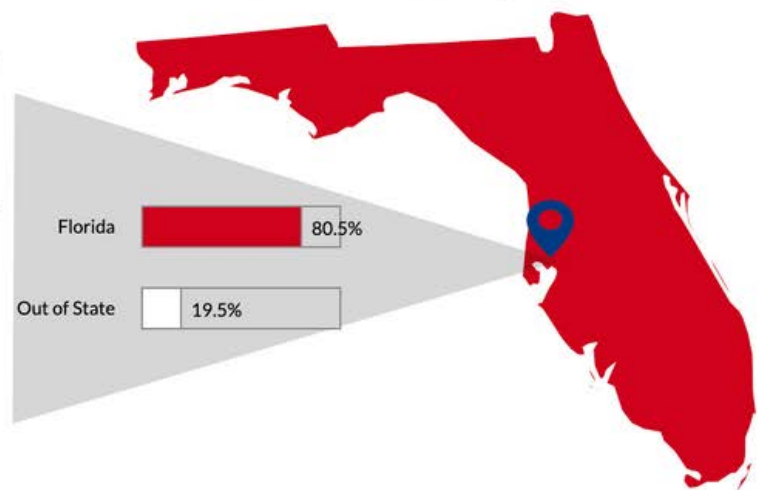
Graduates from the Class of 2021 live all across the US and internationally.

200 of the 247 graduates responding to our survey reported where they planned to live after graduation.

Eighty-one percent of the Class of 2021 graduates responding to our survey report Florida as their top destination after graduation - choosing to remain in Florida for either graduate school or employment opportunities.

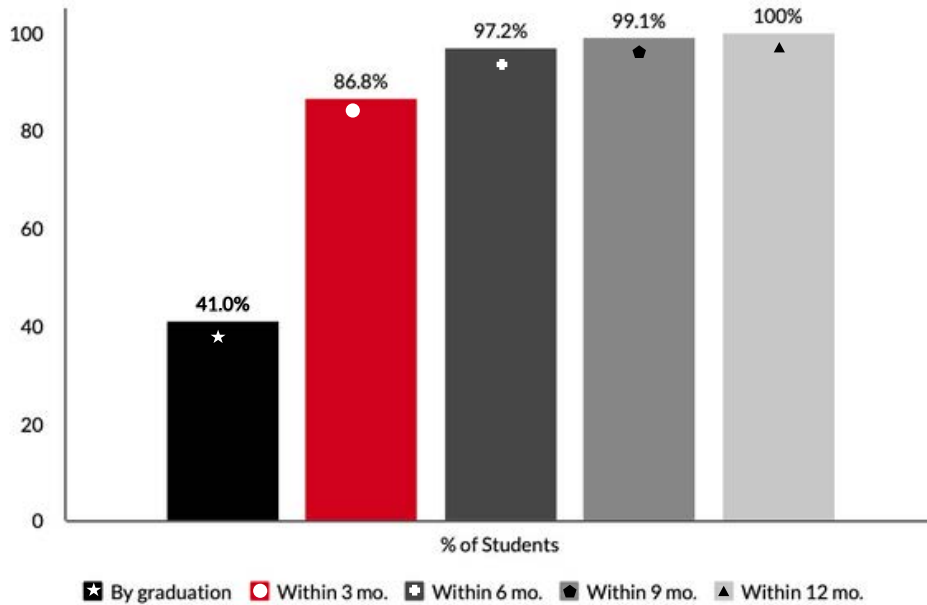
Internationally, UT graduates are employed or attend graduate school in Europe, Africa, Asia, the Caribbean, the Middle East, Central and South America, and Canada.

### Post-Grad Residency





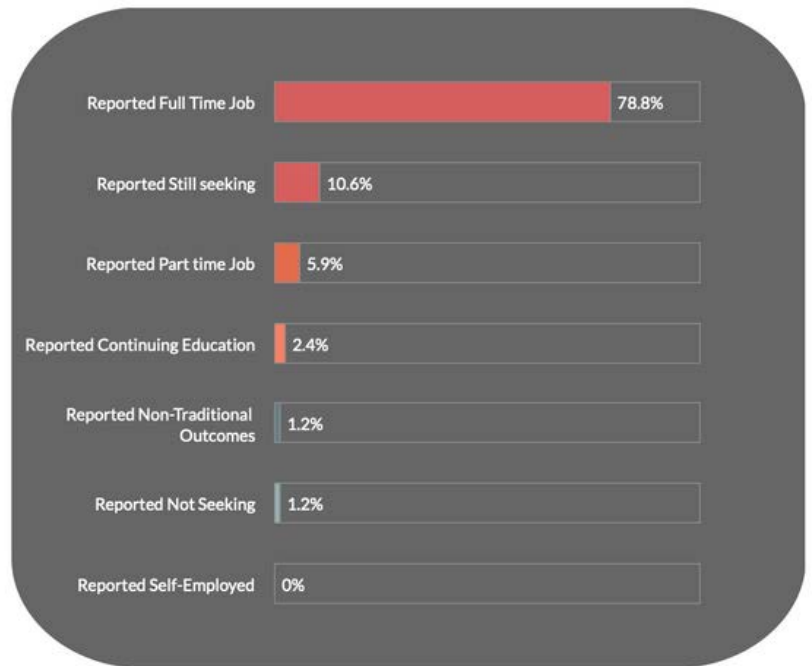
Of the 212 graduates who reported being full-time employed, 212 provided information on when they began employment. Data collected from the undergraduate Class of 2021 indicated the following:



## TIMEFRAME OF EMPLOYMENT

Of the graduates who responded to the First Destination Survey, 85 indicated they completed an internship. Of those 85 respondents:

## INTERNSHIPS



# SAMPLE EMPLOYERS OF CLASS OF 2021

- Accenture
- Access healthcare
- American Football Conference (AFC)
- All Florida Orthopedic Associates
- Allegis Group
- AmeriLife
- Ameris Bank
- Amgen
- Ardor Health Solutions
- Ash Grove
- Agency Trading Desk (ATD) Partners
- BayCare
- Bayshore Dental Studio
- BigFoot Reduction, Inc
- Bishop Fox
- Bisk Education
- Bloomin' Brands, Inc.
- Boys & Girls Clubs of Tampa Bay
- Brandon Regional Hospital
- Breakfast and Bibles
- BridgePrep academy
- Burton Snowboards
- Calm Fund (Earnest Capital)
- Carmine Chiocciariello Sports Injury & Physical Therapy
- Carolina Charter Academy
- CCIC
- Centene Corporation
- Charles Rutenberg Realty
- Chegg Inc.
- Cherry Bekaert LLP
- Children's Dream Fund
- Chirp PR
- Citibank
- CliftonLarsonAllen
- Conmed
- Corporate Finance Associates
- CVS
- Deloitte
- Dillard's
- Dixon Hughes Goodman
- Endeavour Technologies Inc
- Erie Insurance
- Ethos Risk Services
- Exos (as a contractor for the U.S. Army)
- Ernst & Young (EY)
- Fleetwash Inc.
- Ford Motor Credit Company
- Hillsborough County Schools
- Humana
- Kahle Holdings, Inc.
- Klynveld Peat Marwick Goerdeler (KPMG) USA
- LCG Advisors
- LensLock
- LIFE SURGE
- Max Healthcare
- MCR Health
- Meridian Storage Group
- Moffitt Cancer Center
- Nextech Systems
- Nona Pediatric Center
- Older Lundy Alvarez Kock & Martino
- One Team Financial Group
- OneLife Healthcare
- Physical Therapy North
- Physician Partners
- Power Design
- PricewaterhouseCoopers (PwC)
- Protiviti Consulting Firm
- Piroth, Romanet, and Piccolomini (PRP) Wine International
- Raymond James
- Revenue Management Solutions
- Robson Salustro McGladrey (RSM) US, LLC
- SA Global
- Saputo Inc
- Skagit Valley Hospital
- SOMA Global
- Spark
- Spotify
- St. Cecelia Interparochial Catholic School
- State Farm
- STRIVE Prep
- Tampa Family Health Centers
- Tampa General Hospital
- Tech Data
- The University of Tampa
- US Army in Bavaria
- University of South Florida (USF) Tampa General Physicians



## **SPARTAN STUDIES TASKFORCE**



"Career exploration makes academic work more meaningful. Career awareness can give students the confidence to build the future they want. And career readiness can make the difference between students graduating to have professions and students graduating to have professions they are passionate about. Competency in career decision-making and skills can dramatically change the trajectory of one's life for the better."

**Joan Ledbetter**  
**Assistant Teaching Professor, First-Year Studies**  
**The University of Tampa**

"I'm excited UT students will encounter the various resources Career Services offers through the newly developed Spartan Studies course (UTAMPA 201). There will be something for everyone in the course, helping students make informed decisions about their future careers and preparing them for whatever they hope to do after UT."

**Eric Freundt**  
**Associate Professor of Biology**  
**College of Natural and Health Sciences**  
**The University of Tampa**



## **SPARTAN STUDIES TASK FORCE**



"The rapid pace of our evolving knowledge base makes it more important than ever that we go beyond traditional course content and value teaching our students transferrable skills. We need to help them reflect on how the experiences they are gaining at UT are preparing them for their careers and connect them with resources on and off campus to maximize career relevant experiences. If we simultaneously educate them with the field knowledge they need and help them build confidence through field related experiences, we increase students' chances of success once they leave UT. The partnership between faculty and the Office of Career Services is crucial to meeting this goal."

**Meredith Elzy**

**Associate Professor of Psychology**

**College of Social Sciences, Mathematics, & Education**

**The University of Tampa**

"Career Readiness prepares students to enter the workforce with skills demanded by organizations in a rapidly changing environment."

**Speros Margetis**  
**Professor of Finance**  
**Sykes College of Business**  
**The University of Tampa**





## **SPARTAN STUDIES TASK FORCE**



"As the internship coordinator in my department, I've seen firsthand how a liberal arts education balancing "learning by thinking" with "learning by doing" can prepare students to be successful in professional environments. This is why UT internships are grounded in learning objectives and courses like UTAMPA 201 Career Readiness are designed to help students identify transferable skills that will help them explore a variety of options for turning their interests into paths of lifelong learning as they grow into productive and responsible citizens. I was honored to serve on the faculty task force with the Office of Career Services and look forward to future collaborations that help our students get ready to identify and achieve their post-graduation goals."

**Christopher Boulton**

**Associate Professor of Communication; Director of the Masters in Social and Emerging Media**

**The University of Tampa**

"Students make a large financial investment to earn a college degree. A liberal arts education is worth the investment, in part, because of the transferrable skills that students learn within their courses. Communication, critical and creative thinking, teamwork, digital literacy, and understanding diverse perspectives are all part of a liberal arts education and are also in high demand by employers. Our goal is to not only help students learn these transferrable skills but also to help them understand why they are worth developing and how to demonstrate them to potential employers. The Career Readiness course, which is a required component of Spartan Studies, helps our students understand that their education gives them the opportunity to be career ready when they graduate."



**Cheri Etling-Paulsen**

**Associate Dean, Center for Teaching and Learning; Associate Professor, Finance**

**The University of Tampa**

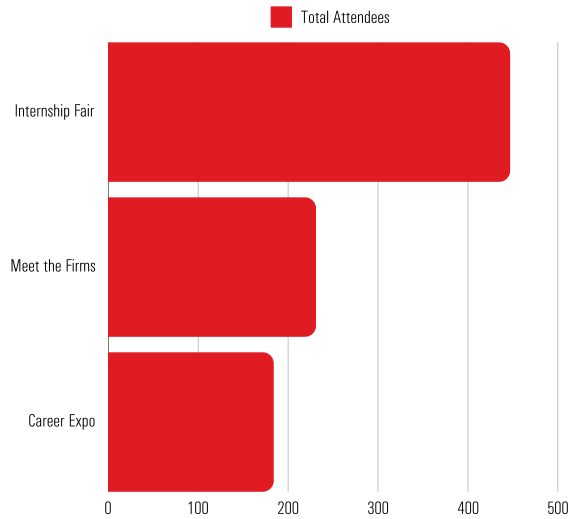
# CAREER FAIRS

**1,365**  
Student Attendees

**320**  
Employers

The University of Tampa Career/Job Fairs are formatted to allow students to approach multiple employers and hear about various opportunities in and outside the Tampa Bay area. Students are invited to resume days which occur the day before each event.

**Career Fair Attendance**



Career Fairs and Events	Students	Employers
The University of Tampa   <b>Spring 2023</b>   Internship Fair	264	47
The University of Tampa   <b>Fall 2022</b>   Meet The Firms (Accounting & Finance Fair)	231	47
The University of Tampa   <b>Fall 2022</b>   Part-Time Job Fair	202	36
The University of Tampa   <b>Spring 2023</b>   Career Expo	184	67
The University of Tampa   <b>Fall 2022</b>   Internship Fair	183	61
JT's Institute for Sales Excellence   <b>Spring 2023</b> Reverse Career Fair	84	20
JT After Hours   Future of Careers in Tech   <b>Fall 2022</b>	81	9
JT's Institute for Sales Excellence   <b>Fall 2022</b>   Reverse Career Fair	55	18
The University of Tampa   College of Natural & Health Sciences   Nursing Fair   <b>Spring 2023</b>	50	9
JT After Hours   Future of Careers in Tampa Bay   <b>Fall 2022</b>	31	6

# CAREER FAIRS

## EMPLOYERS

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FISHER INVESTMENTS®

OPSWAT.

Morgan Stanley



AMGEN



RAYMOND JAMES



ENTERPRISE HOLDINGS.



SeaWorld.



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**EMPLOYER BENEFITS:** Company branding and awareness to The University of Tampa community.

**STUDENT BENEFITS:** Network with the business community and explore experiential learning opportunities.

# UT AFTER HOUR SERIES



Career Services orchestrated an enhanced edition of the UT After Hours networking event, focusing on Careers in Entertainment. After Hours is an event dedicated to forging connections, savoring delectable cuisine, and engaging in insightful discussions. This occasion features an esteemed panel comprising of executives from different departments within the company. Including students and alumni of UT without any associated costs, the event consistently draws an approximately 135 enthusiastic participants.



## UT AFTER HOURS SERIES PHOTOS





# EMPLOYER PARTNER TESTIMONIALS



"BayCare loves to recruit at the University of Tampa because it is a top university in the Tampa Bay area. UT offers over 200 majors which allows for various opportunities at BayCare due to the many different career paths we have available. Our recruiters at BayCare enjoy attending the on-campus recruitment events such as the UT nursing event in the fall. It is great to see how determined and eager these students are to begin their nursing career and make an impact in the medical field."

**Jacquelyn Kane**  
**Campus Recruiter**  
**BayCare Health System**



"Raymond James has a long-standing history of recruiting at UT and truly appreciate the partnership with the university over the years. We've been able to hire top student talent that is well-prepared for the workforce. We are very excited to continue working together and implementing new recruiting strategies to develop and recruit this pipeline of future talent to the Raymond James team."

**Simon Kho**  
**Vice President, Campus Recruiting**  
**Raymond James**

**RAYMOND JAMES**

"As a former higher education professional and someone who now oversees our recruitment efforts for numerous colleges and universities for three of our Florida offices, I appreciate the opportunity to work with an institution like The University of Tampa. Career Services has many set and customizable events to engage with potential candidates while also being extremely affordable. As another bonus, their prime location on the downtown Tampa Riverwalk makes the experience both convenient and enjoyable. I can't thank UT enough for its personalized assistance and care in helping me recruit on campus."



**Amanda Shere**  
**University Recruiting Sr. Associate**  
**Grant Thornton**



"I am so grateful to be able to work with University of Tampa interns at Hannah's Shoebox. We value their talent, perspectives and enthusiasm to assist us in working with our targeted demographics and expanding our brand. We also appreciate the students' diverse perspectives worldwide as they share their input and eagerly apply their classroom knowledge and skills learned to our company. I proudly say that the UT interns and the institution have been pivotal in Hannah's Shoebox global footwear journey."



**Colette Glover-Hannah**  
**Founder/CEO**  
**Hannah's Shoebox**



# SUCCESS STORY

## DANIELLE TIROCCHI '23

"My experience with the Office of Career Services has been nothing short of exceptional. As president of Beta Alpha Psi, an esteemed accounting and finance honor society, I had the privilege of collaborating extensively with the office, particularly with Matt Battista. His unwavering guidance and support were instrumental in our organization's successful endeavors. From meticulously planning Meet the Firms to flawlessly executing weekly networking sessions, every interaction has been a pleasure. I cannot speak highly enough about Career Service's dedication to fostering a thriving environment for students' career development."



# CAREER SERVICES IN PARTNERSHIP WITH THE INSTITUTE FOR SALES EXCELLENCE

## SAVE THE DATE EVENTS:

Speed Selling: This is a fast-paced networking event. Executives are paired up with students as they share a one-minute elevator pitch, receive one-minute of feedback, and then rotate to the next partner.

Recruitment Events: The third annual Top Golf networking event provides a professional networking experience between UT students and hiring organizations in a fun, casual environment.

Networking Events: The Institute for Sales Excellence will host a variety of professional networking events throughout the year, including a Coffee and Careers Open House on campus and a happy hour event.

The Reverse Career Fair: Students are stationed at their own exhibition with the objective of attracting recruiters to stop at the display, engage with recruiters, and obtain the next step for a potential employment opportunity.

## INDUSTRY CONNECTIONS



FISHER INVESTMENTS\*

RELIAQUEST

COASTAL  
PROPERTIES GROUP INTERNATIONAL



signature  
CONSULTANTS



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THE HERSHEY COMPANY





# CAREER SERVICES IN PARTNERSHIP WITH THE INSTITUTE FOR SALES EXCELLENCE

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## GROWTH AND ACCOMPLISHMENTS:

### 2021-2022

- 210 students enrolled
- 20 USCA Certificates awarded
- Awarded Top Sales Team
- Top Golf and speaker series event
- Five corporate partners

### 2022-2023

- Sales Minor Offered
- 250 Students Enrolled
- 55 Total USCA Certificates Awarded
- Awarded Top Sales University by Sales Education Foundation 2023

## STRATEGIC GOALS:

### 2023-2024

- Appoint Assistant Director
- Implement Campus Wide "Sales Cup"
- Offer Additional Sections of Professional Selling and Sales Management, and Advanced Professional Selling
- Host Industry Specific Internal Competitions
- Move Into New Facility
- Expand Networking Events
- Promote Sales Minor and USCA Certificate Across Campus
- Build Alumni Partnership Program

### 2024-2025

- Hire Additional Sales Faculty
- Establish an Executive Certificate Program
- Achieve USCA Full Membership Status
- Promote Societal Impact Program
- Formalize Mentor Program
- Expand Corporate Partnership Program



**OFFICE OF  
CAREER SERVICES**