

Ball State ITSA Career Path Planning

Presented By: Mike Butler
Request By: Jadi Miller



Presenter: Mike Butler

- Senior Director of Data Delivery at OneAmerica Financial
- 20+ Year Career as a Technologist and Data Practitioner
- Prior VP & Director of BI, CTO, CTIO, CDO, Consultant, Adjunct Professor
- 2X BSU Alumni

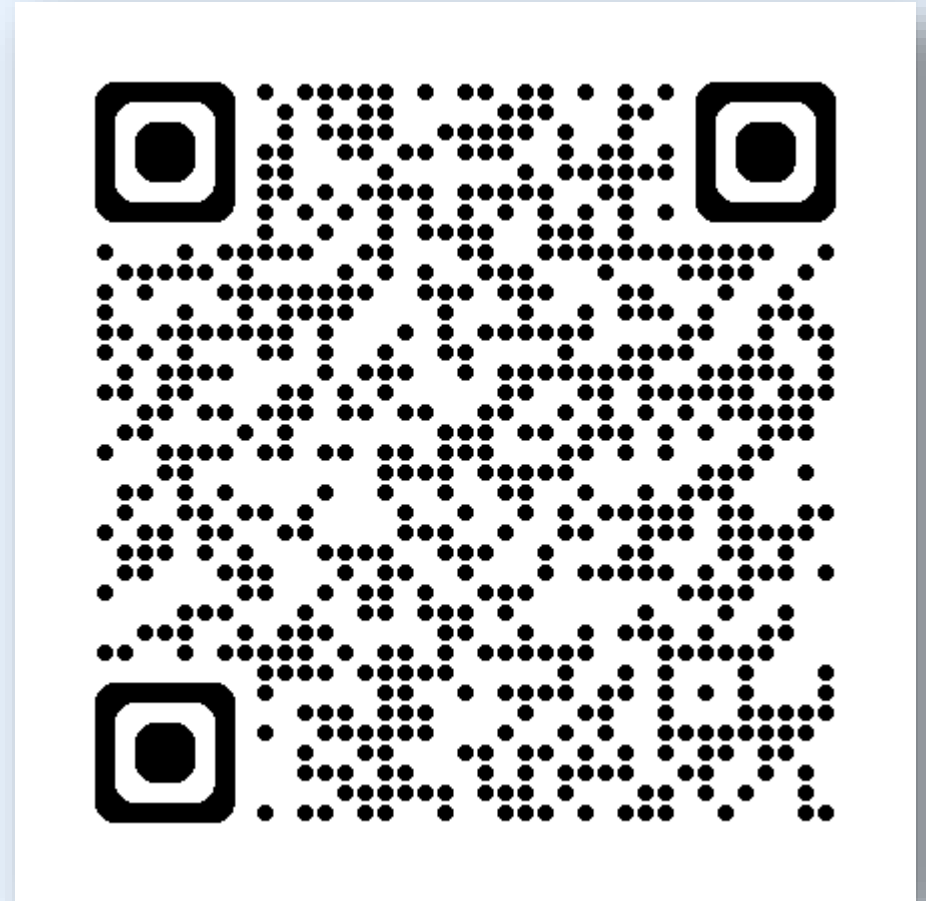
Connect with me!

 LinkedIn -> www.linkedin.com/in/mikebutlerin/

- Blog -> www.thedatahitchhiker.com
 - Slides for this session will be made available

Things People Might Not Know

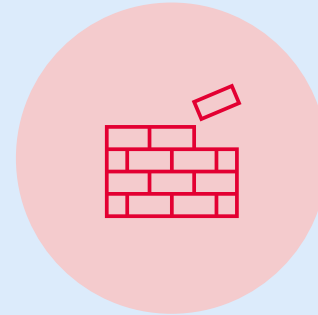
- I will always connect with BSU students online.
- **My Brand:** I strive to be a very technical leader that can roll up my sleeves and work side-by-side in code, architecture, and solutions.
- **Coffee Fridays:** I'm usually up for coffee Friday mornings and will meet to discuss anything.



Key Questions Today



What was your career path?



How can I create a career path?

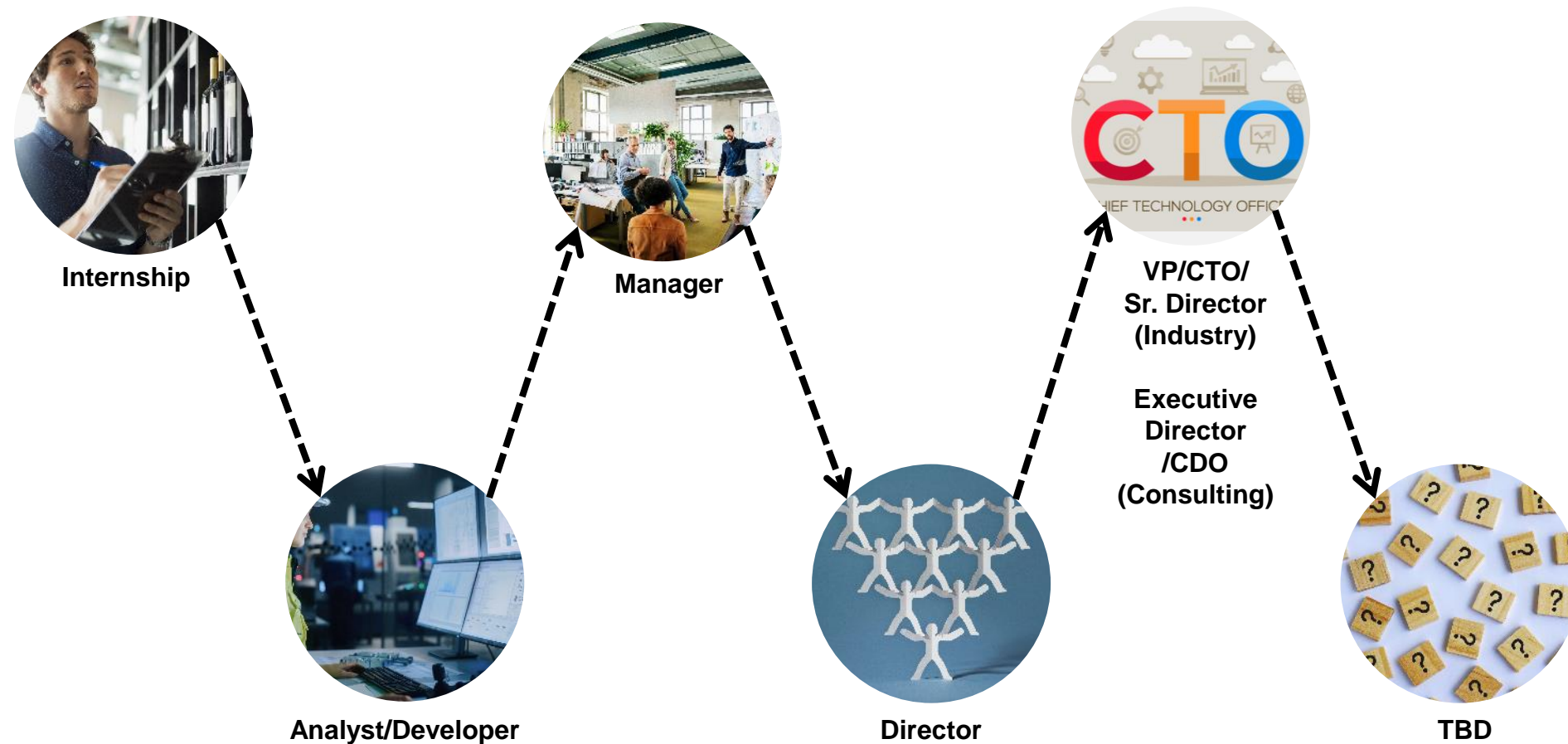


What do you wish you would have known as an undergrad?



What are 4 things I can do to prepare for the workforce?

What was your career path?



- I've wanted to work in technology since I was 5 years old.
- I've been with three companies. First Merchants Bank for 19 years where I went from intern to CTO.
- I left being a CTO because I wanted to try customer facing work.
- I spent about 15 months as a full-time consultant but I've been consulting as a side gig since 2010.
- I left consulting because I wanted a bigger and less transactional problem to solve.
- I'm not sure what I'll do next, but I'm enjoying what I do now.

How can I create a career path?

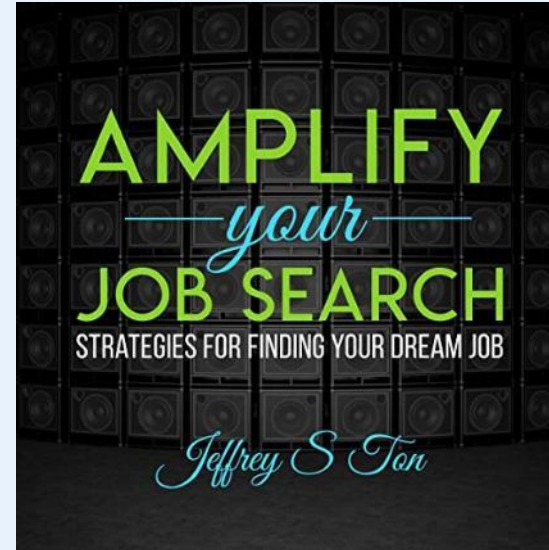
Leverage Tools

- Amplify your job search is written by my friend Jeff Ton
- Start a career journal
- Explore careers and connect with people in those roles

A sample of what's in my career journal:

- Avoid emotionally draining jobs and environments that feel restrictive.
- Prefer working with problem-solvers who take on complex, high-reward tasks.
- Value opportunities to connect and communicate with people.
- Enjoy coding and want to maintain your technical skills.

“Today, after a disagreement with my boss, I realized it’s time to seek new opportunities. I’ve accomplished all I can in my current role, and the arguments have become unproductive. It’s time to make space for someone else to step in, while I pursue a position that aligns with my passions and allows me to thrive.”



What do you wish you would have known as an undergrad?



Job Market

I wish I would have known that the job market moves around a lot. One year you may have 50 opportunities and another year you may have none. That's not a reflection of your worth, it's just the movement in the markets. This caused me to think jobs would land in my lap a few times, but it's about looking for them. There's also an underground job market that doesn't get posted.



Relationships

I wish I would have known how much my career would be about relationships. This includes getting jobs, getting promotions, or getting better assignments. The work you do has to be good, but people have to want to work with you. The more people that want to work with you, the more your career can explode.



No More Semesters

I wish I would have known more about how to pace my work and when to invest the time for A level work and when to do B work. However, there are times when B level work will do what's needed and you can invest the time in your "A" level projects. Your work isn't about semesters anymore, it's infinite, and doesn't end in the same way. If you're having a bad project at work you can't drop it or wait for the semester to end.



Negotiation and \$\$\$

You have to be willing to try to negotiate. I know it seems stressful, but I've helped several undergrads now negotiate their salaries and you need a champion in your corner. Only you can look out for you, it's unlikely anyone else is. For transparency, I made about 45k a year my first year out, which is about 72k in today's money. My salary moves around from year to year depending on what I'm doing and the comp structure I negotiate.

4 Key Considerations for Your Future

Do internships and practice interviewing

If you're past being able to do an internship, then clubs and projects are a great way to grow your resume. Practicing interviewing gets you ready for the real thing.

Have different versions of your resume

You must have different ways to market yourself. Don't assume one resume does everything.

Reach out and connect with people

You should take the opportunity to connect with people. Don't assume they will do something for you, go in hoping you can do something for them.

Build your brand

Think of your career as a brand you are building. Have an elevator pitch about who you are and what you bring to the table.

One AmericaSM Financial

Life Insurance

Retirement

Employee Benefits

Long-Term Care

[OneAmerica.com](https://www.OneAmerica.com)