

# All About Co-op

## For Ted Rogers School Students

This report profiles Ted Rogers Co-op students who secured their Co-op positions by establishing relationships with potential employers via networking.

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## Securing Co-op Roles Through Networking

### Meet Yike (Cici) Cheng, HTM Co-Op Student

We had a conversation with Cici, a Hospitality and Tourism Co-op student at Ted Rogers School of Management. [She spent her Winter 2023 work term working at SOTI as a Project Manager.](#)

SOTI is an industry leader in creating innovative solutions that reduce the cost and complexity of business-critical mobility and the Internet of Things. With over a thousand companies relying on SOTI's capabilities to secure, manage, and support their mobile operations, SOTI helps businesses take mobility to endless possibilities.

Cici dove into her career journey and how reaching out for a coffee chat on LinkedIn landed her job at SOTI.



[Yike Cheng](#)

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**Q:** How did you know about the networking opportunity that led you to secure your Co-op position?

**A:** I was constantly logging into my LinkedIn to keep in touch with my connections and looking for potential opportunities. One day in October, I saw that one of my connections forwarded her manager's post, looking for a Project Manager Intern. I thought my skills and experience were highly compatible with the internship. I reached out to her on LinkedIn and asked if we could have a coffee to chat about her experience in the company and the job.

**Q:** What made you decide to reach out for a coffee chat?

**A:** I had done a "[Day in the Life](#)" report with my connection, so I got to know SOTI and the team a bit from her words. From her LinkedIn post, I knew this was a friendly and productive team and company. I think these are the fundamentals of a good working environment.

More importantly, the job description taught me that this internship is highly compatible with my career interests. Being able to do the work I love in a great team made me decide to connect with my contact person.

**Q:** How did you get this Co-op position?

**A:** The first step I did was to contact my connection on LinkedIn to book a coffee chat. During this chat, she gave me more information about the job and the team and encouraged me to apply.

A few days after the conversation, I shared my resume with her for suggestions. The day after, I applied for the job online and let her know. After half a week, I received a call from the campus recruiter, who said my connection gave her my resume and recommended me.

After a short but enjoyable phone interview, we confirmed the time for a second-round interview with the manager in the next week. The second interview took about 40 minutes. The manager had gotten to know me a bit from my connection before. He thought I would be an excellent fit for the position.

Two days after the second-round interview, the campus recruiter called to congratulate me on getting the job. The process was still the same for my application, but with networking, it ended up being faster and easier.

**Q:** What advice would you give to a Ted Rogers student who plans to join a networking event?

**A:** If you ever get the chance to attend a networking event for your dream company, go for it! You may meet your future colleagues and supervisors, and some may recommend you to others in their network. More importantly, you will get to know the company and the team more directly from the current employees at the networking event. This will help you decide whether you want to join the company.

If you are looking for a job, networking events will help you get an interview or even a job. If you are on the fence about joining a company, networking events will help you learn more about the company to make a wise decision. Either way, meeting more people will help you develop your future career path and provide potential help.



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### Staff Contributor Charmaine Kwong

Charmaine is a Co-op Coordinator who is a big believer in growth mindset. Her background in teaching and employment counseling allows her to build meaningful relationships with students and guide them as they #staygritty and #staycurious while navigating through their Co-op journeys.



### Student Contributor Eman Ahmed

Eman is a 2nd-year Marketing Management student and a Project Coordinator at the Business Career Hub. She is currently building and further refining critical skills through leadership positions and exclusive programs.