Alumni Spotlight: Jonathan Lim '17

Jonathan is a second-year analyst in the RCAS group at Citigroup. Jonathan graduated from Penn State in 2017, where he served as the Director of Professional Development for LLC. Jonathan interned with Citigroup during the summer of 2017 before returning to the group full-time as an analyst.

1. When were you a member of LLC and what positions did you hold?

I joined LLC in the spring of my junior year (2017), right as the club began. I became involved as the Director of Professional Development in Fall 2017 after returning from my summer internship. I also worked briefly as the Lead of Industrials before finishing in December (graduated early).

2. How did LLC help prepare you for your career?

Public speaking's huge. It's an invaluable skill, to succinctly and eloquently explain complex ideas in front of other intelligent people. Building this skill, like building a muscle, compounds. And the earlier you practice, the better. LLC required me to lead teach-ins and pitches that continue to pay dividends. It's something I'm constantly using, whether leading meetings with sales or speaking one-on-one with desk heads.

3. What advice would you give to the new members of LLC?

Always be selling. You need to be aggressive with networking, and every interaction is an interview. You need to own something—a sector, a piece of a capital structure, a trade. And use it to your advantage. Pitch on the get-go. Set yourself apart. On our (the hiring) end, we assess students based on first impressions. While a bad impression can be fixed with enough networking, it's better to crush the whole recruitment process. The ones who make it through to Superdays are cool as ice the entire way and really want it. They're sound technically and come prepared. They sell.

4. What advice would you give to current LLC members for their internships this summer?

See above. Networking doesn't stop with the internship offer. Your network plays a huge part of your career. It's also important to find ways to add value that set you apart. You want to be the go-to for some business aspect, whether it's knowing the most about energy or the ability to automate a desk's/group's work with Python. Be the person the business remembers and relies on.