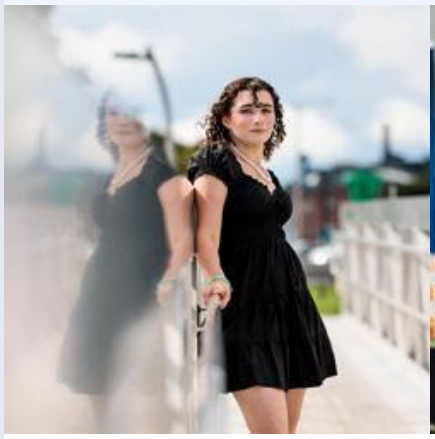
ENDICOTT
EXPERIENTIAL EDGE

Prepared for Career. Prepared for Life.





Internship & Career Center / Experiential Edge Employer Newsletter
October 2026

A note from Bryan Cain, Ph.D., President, Endicott College

As we begin a new academic year at Endicott College, I am energized by the momentum we are seeing across campus, and grateful for the partners who play such an important role in our students' success.

That momentum is reflected in the **2027 *U.S. News & World Report* Best Colleges rankings**, in which Endicott climbed 19 spots to No. 19 among Regional Universities in the North. We were also ranked No. 5 among the Most Innovative Schools in the North, and our signature internship program, the Endicott Experiential Edge, was recognized as No. 16 nationally for Co-ops/Internships.

Rankings alone do not define an institution, nor do they drive our priorities. But they can be an important reflection of institutional health and student outcomes. At Endicott, our focus remains where it has always been: providing an exceptional education while ensuring our students graduate prepared to succeed in an increasingly complex and rapidly evolving world.

Our employer partners are essential to delivering on that promise.

Through the **Endicott Experiential Edge**, students don't wait until graduation to encounter the realities of the workforce. They build experience, confidence, networks, and an understanding of how their education translates beyond the classroom. At the same time, they bring their talents and fresh perspectives to organizations throughout our region and increasingly around the world.

Each semester, more than 3,000 Gulls secure internships, including more than 530 placements in Essex County. Collectively, these students contribute more than 166,000 hours of work. In 2025 alone, that work represented approximately $3.8 million in economic value.

Those numbers are only part of the story. Our students become colleagues, problem-solvers, and contributors. Employers become mentors and educators. Together, we are building a stronger pipeline between higher education and the workforce our communities need.

As you consider your organization's evolving needs, I hope you will continue to see Endicott as a partner, whether that means hiring an intern or graduate, connecting with emerging talent, or finding new ways for us to work together. Thank you for your continued partnership.

Sincerely,

Bryan Cain, Ph.D.
President

Skill Shop: Your Story, Your Pitch & Your Network



Could you sum up your career aspirations in 30 seconds? That was the challenge we gave our students during a recent skill development session.

Don Black, Talent Acquisition Manager at Enterprise Mobility, a Corporate Sponsor at Endicott, partnered with the Internship & Career Center to co-host a Skill Shop called *Your Story, Your Pitch & Your Network.* Students developed their pitches, shared them with their peers, and received personalized feedback from Don Black and Helen Eaton, Endicott's Associate Director of Career Services. Several students presented their pitches to the group and received additional guidance from Don on areas for improvement.

By the end of the skill shop, students learned how to:

♦ Deliver a 30-second elevator pitch that's authentic to you and adaptable across contexts (career fair, alumni event, cold intro)

♦ Reframe networking as relationship-building instead of "asking for favors"

♦ Open, sustain, and exit a professional conversation without it feeling forced

Students also heard directly from Don Black about what actually lands (and what doesn't) when a student introduces themselves. One hundred percent of the student attendees reported that this event made them feel more confident about their networking skills.

Internship, Co-op & Career Fair: February 23, 2027

Each year, we host 100+ employers and connect them with 1,200+ enthusiastic, motivated students ready to jump into the workforce! Registration for the 2027 Fair will open in late November.

Our Fair focuses on graduating seniors and graduate students seeking career opportunities, as well as current juniors seeking full-time internships or co-ops for next fall. A large number of first- and second-year students also attend the Fair to network and make connections for future internships.

Please contact us for additional information about the Internship, Co-op & Career Fair, **sponsorship opportunities**, or general information about our internship/co-op program and academic programs.

Student Internship Highlights

Endicott's students are doing amazing things. Read more about our featured students and their internship experiences!

William Savage '28 contributed to one of the world's biggest sporting events during his summer internship with Kraft Sports + Entertainment, where he supported operations for the FIFA World Cup. **Read more about his experience** that gave his resume a real kick!

Kali Hegarty M'27 had a budding tech career at big names like Fitbit and Google, but realized the creative office interiors inspired her more than her daily work, so **she decided to change careers**. She enrolled in Endicott's M.S. in Interior Architecture program's Career Changer Track, and after an internship with SGA Architecture, she never looked back.

While still a student, graphic design major Gabriel Oppenheim '26 earned a 2026 Clio Music Award for his work on a limited-edition vinyl collector's release during a fall 2025 internship with music label EMPIRE. In **this article about his experience**, Oppenheim says, "This moment really changed how I see what's possible for my future as a designer!"

Looking to Hire an Intern or New Grad? Consider Posting Your Opportunities on Gulls@Work

As your team plans for future projects, please know we are ready to help with your hiring needs by connecting you with top student talent. Consider posting any internship, co-op, or full-time opportunities you may have with our students on **Gulls@Work**. Our team is happy to promote positions to students, internship faculty, and academic departments to help you connect with qualified candidates.

Internship, Co-op & Full-Time Recruiting Timelines

Planning your next hire or internship? Our **Internship, Co-op & Full-Time Recruiting Timeline Guide** highlights when Endicott students are most actively seeking opportunities throughout the year.

Looking to recruit outside of these traditional timelines? We can help year-round by posting opportunities and increasing visibility among Endicott students.

Employer Partner Benefit: Special Discounted Tuition for Employees

We are excited to extend **a new benefit** to you that empowers employees and accelerates organizational growth: a special **15% discounted tuition rate** for employees of our employer partners who are interested in continuing their education.

Our programs are designed to help your team sharpen their skills and advance their careers while pushing your business forward. This benefit can be applied to:

Undergraduate degree completion programs

Graduate degree programs

Professional development and certificate programs

If you or your employees would like to connect with the Admission team to discuss programs or next steps, please contact:

Allyson Penaloza
Director, Graduate Admission Recruitment
Email: **apenaloz@endicott.edu**
Phone: **978-816-7642**

Share Your Internship Story & Get Endicott Swag!

Do you have strong feelings about the benefits of hiring interns or full-time employees who have had internship experience? Do you have a great story about an Endicott intern that you'd like to share? We'd love to hear! And if we feature your submission, we'll send you a fun Endicott swag bag filled with our most coveted items!

Learn More

If you want to learn more about our top-ranked internship program, how to post opportunities, and how to engage with our students, please visit our **website** or our **Employer Resource Hub**, or reach out to us using the contact information below.

ENDICOTT COLLEGE

Internship & Career Center

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