

## NEWS DETAILS

### [Alumna Presents on Etiquette and Marketing](#)

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Sandy Gross '85, managing partner and founder of Pinetum Partners, is set to return to the Colleges as the first speaker in the 2008-09 Professionals in Residence Series. On Tuesday, Sept. 9, Gross will present on "Professional Etiquette" and "Marketing Your Liberal Arts Degree" at 7:30 p.m. in Trinity 305. Drawing from her professional background and HWS experience, Gross will give advice on how to market a liberal arts degree in any profession.



"Having a liberal arts degree is so marketable because it provides students with the basic knowledge of an array of academic disciplines and careers," said Joe Ambrosetti, associate director of employer relations at the Salisbury Center for Career Services. "Being able to have a psychology, econometrics and architecture class under your belt rounds students out and prepares them for a range of careers and more specific training in graduate school."

After graduating from William Smith, Gross began her recruiting career in 1997 with Spencer Stuart, a leading global executive search firm. As a director in their Global Financial Services Practice, she spent six years focusing on asset management banking and e-finance.

She continued to move up as the head of Human Resources and Recruiting at Amaranth Group a multi-billion dollar multi-strategy hedge fund. Currently, Gross specializes in placing financial professionals across industries at Pinetum Partners, a retained executive search firm specializing in senior level search for hedge funds, investment banks and securities firms;

The Professionals in Residence program, sponsored by the Salisbury Center for Career Services, places alumni, alumnae and parents in the newly renovated guest suite in Carr-McGuire House. The visiting scholars and professionals present lectures and offer an opportunity for students to speak one-on-one with the graduates who have gone on to successful careers and are willing to share some tips of the trade that come only with individual experience.

"Sandy Gross is eager to talk with HWS students who want a career in finance," Ambrosetti commented. "As the founder of an executive recruiting company, she knows exactly how to market an HWS education in resumes and interviews for the finance industry."