



ELIZABETH ANDREW

JANUARY'S SUCCESS STORY

RELAUNCH STATS

Length of Career Break  17 years

Nature of Career Break  Child care

Time to Relaunch  2 years

CAREER TRAJECTORY

Pre-Break Employer and Job Title

Wells Fargo Asset Management
Regional Director, Mutual Fund Wholesaler / AVP, Sales Manager

Employer and Job Title at Point of Relaunch

Putnam Investments
Assistant to West Region Director of Sales

Current Employer and Job Title

Pluma, Inc.
VP of Sales

ABOUT

Elizabeth Andrew is a top-producing technology sales executive, startup advisor, and TEDx speaker, who has established herself as a leader, motivator, and role model with her inspiring story of career reentry by breaking barriers into the San Francisco technology space – at 50 years old, after a 17-year career break. She is currently VP of Sales at Pluma Inc. Prior to Pluma, she was a sales leader at HelloSign, a Dropbox company. Elizabeth serves as an advisor to Women Serve On Boards and the Founders Institute, and was selected for The CLUB of Silicon Valley's 2016 Incubator leadership program. In her early career, Elizabeth was a VP and Director with Wells Fargo Asset Management, where she opened up the New England Region as a Mutual Fund Wholesaler and grew territory assets from \$0 to \$70 million.

WHAT WAS THE MOST ENERGIZING PART OF YOUR RELAUNCH?

The most exhilarating part of my re-entry journey was successfully being able to break into technology at a very exciting time. My pre-break career was in financial services, and it took a number of steps before I was able to transition into a new industry and find a role I was really excited about. I moved to San Francisco after spending 20 years on the East Coast and found my first job back in the workforce in financial services. Overtime, however, I found there was so much going on here in the San Francisco Bay Area in the technology space, I thought...as long as I was completely reinventing myself, why not try tech?

WHAT DID YOU FIND MOST HELPFUL IN YOUR RELAUNCH JOURNEY?

I'm in sales, so networking comes naturally to me. One thing that was extremely valuable was trying to get creative and think outside the box. I worked on building my LinkedIn presence, of course, but it's a broad platform. I actually found my very first job back with Putnam Investments - on Craigslist. I would encourage people to explore less common platforms and job boards, like Angellist and the iRelaunch job board. There are many job boards out there that are more targeted and may have a smaller audience, so you might be able to get more attention. I also attended Meetups and joined professional organizations for networking.

WHAT ADVICE WOULD YOU GIVE RELAUNCHERS TODAY?

Don't give up and treat it like a full-time job. Job searching can be extremely humbling, especially with a gap on your resume, and it takes persistence, determination, and hard work to get back into the workforce. I highly recommend staying open-minded and recognizing your first job doesn't have to be the perfect role. It's a lot easier to find a job when you have a job, which may mean you need to adjust your expectations for your first role back.

To read Elizabeth's full success story, visit [iRelaunch's Success Story Archive!](#)