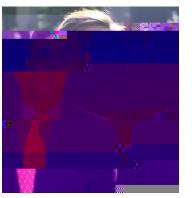


## VMI English majors reflect on how their degree enhances their business careers



Cole Elliott Ben Outland



RiverFront Investment Group in July 2018 as a sales associate, providing support to regional sales consultants and directors. He was promoted to a regional sales consultant, providing sales and marketing support to advisors.

"The ability to communicate with a client is essential. To be effective in sales, you have to be able to tell a story and articulate your experience. Critical thinking and understanding the world from a global perspective are also important, and you'll learn all those skills as an English major."

"In the English department at VM, you'll meet faculty with an abundance of talent and a devotion to helping cadets. If you let them, they'll help you to advance academically and in the real world."

career in Manhattan as a Cyber Liability Underwriter for Evolve MGA. Evolve grew from 15 employees to over 50, including four VMI graduates, during the time Ben worked there. Ben now lives in the Washington D.C. area and works as an Underwriting Specialist for CNA Financial.

"I've found that regardless of your role, written and verbal communication remains the single most important skill in business

need to communicate complex and technical concepts, so being able to explain things in a clear and concise way is imperative. In the insurance industry, reading comprehension is crucial as well. Afterim6/4) B, ARROW (CARRELL)

