**CAREER ADVICE #357 | Mark W Wong\_Operations\_Los Angeles\_16 April 2021**

**LinkedIn Premium Group**

\*\*\*\*\*\* MESSAGE TO PREMIUM GROUP \*\*\*\*\*\*

Hi LinkedIn Family,

Like everyone here, I have been seeking a career transition due to relocation from working overseas in Hong Kong/China/Vietnam for the past 20 years and moving back to the USA, (Specifically CA) However it's been quite a struggle for me in seeking opportunities in Operations, Consumer products development, or global sourcing. I have had interviews but some either said I was overqualified or they found someone more suitable. Any advice would be greatly appreciated. I am open to a career change in the technical e-commerce operation side or start from the bottom and work my way up. But it seems like my experience may have been a roadblock or some areas I am missing. Thank you for any input in advance.

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Hi Mark,

Some ideas for you to consider:

Active Interviewing

Innovation in supply chain

Los Angeles Venture Capital

Angel List

Gary Vaynerchuk

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Active interviewing | by Eric Kramer

Eric Kramer wrote this book approximately 10 years ago and in my view, the principles remain relevant today. The book provides useful and practical tips to improve your chances before, during and after a job interview.

There are many resources on-line and in fact, if you Google key “interview” words you will receive millions of possible results. After I Googled: “interview questions” (1.5 billion results returned); “Interview answers” (542 million), “strength and weakness interview answers” (10.3 million).

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These are some links for you to consider:

Eric Kramer on LinkedIn | https://www.linkedin.com/in/erickramercareerexpert/

Website | https://www.activeinterviewing.com/

Audiobook on Audible / Amazon | <https://adbl.co/2PFfugF>

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Please see post 2 of 6 | Innovation in supply chain

POST 2

Hi Mark,

This is post 2 of 6,

Innovation in supply chain

During my investor relations work from 2018 to 2020 with several tech and non-tech startups including UnCloak (UK), TimberWise (Vancouver) and AI Vali (Toronto), I came across many funding announcements linked to innovation in logistics and supply chain.

These three recent examples provide a good indication of continued funding of innovation in this space:

8 April 2021 | Partech Ventures newsletter

**Cubyn**, the fulfillment and logistics provider for e-commerce marketplaces, [raised another €35M](http://r.mailing.partechpartners.com/mk/cl/f/E39fbjMTR3h8skAW9YkPaRht-14RWHipeQfARbzOrvPGasdfYI8MZvOFwk6CQYQcBSSOqP2PvmnZO58epny-eA3MMZdwpzK8siQy-21uAhfgC7f1K7O0o_Z00yubtYmtD6enYQ_yhjV92Pbnw44Mo_3JwLXGuNS0iNXl2b0OuVTVTjHvAg7PLG1LuoGBipXg06FIebK8wMP9xrL9gztyUOqxGU3Cc5Ga4fOaipOculZ9b7D0oF_TPqnG7gZZMRtRFFTHxtCjLRNbptmKVoMlGiI6DrgKxJGpJbeYA5NoDCo3TFJ7fftqFEb7c1ctfD5Qz_Xik50) in funding | Techcrunch article: https://tcrn.ch/3ahJgzs

24 March 2021 | FinSMEs Ltd newsletter

**Roambee**, a Santa Clara, Calif.-based supply chain visibility provider, closed an over $18m Series B1 funding round

Article link: https://bit.ly/2QAGUUY

3 March 2021 | StrictlyVC newsletter

**Deliverr**, a San Francisco-based e-commerce fulfillment company, has raised $135 million in Series D funding and a $35 million convertible note. **Coatue** and **Brookfield Technology Partners** led the round, joined by **Activant Capital**, **8VC** and **GLP**.

FreightWaves article: https://bit.ly/3spZ6Os

Please see post 3 of 6 | Innovation in supply chain (continued)

POST 3

Hi Mark,

This is post 3 of 6,

Technology-focused newsletters

You may want to consider subscribing to various tech news feeds that feature funding announcements covering innovation in the tech sector, including trade publications around manufacturing, procurements, logistics and supply chain.

The tech publications I subscribe to include funding from a multitude of sectors:

StrictlyVC | [https://www.strictlyvc.com/](%22)

Crunchbase | https://news.crunchbase.com/daily/

Techcrunch | https://techcrunch.com/tag/newsletters/

VentureBeat | https://venturebeat.com/newsletters/

UKTN | https://www.uktech.news/

FinSME’s | https://www.finsmes.com/the-daily-deal-newsletter

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Los Angeles Venture Capital

My investor relations work from 2018 to 2020 included outreach to venture capital firms across the globe, including Los Angeles. The list below is a sample of Los Angeles-based VC firms. This is not meant to be a complete list. Google or other search may reveal additional VC firms.

Alexandria Venture Investments | http://www.are.com/venture-investments.html

Alpha Edison | http://www.alphaedison.com/

BAM Ventures | https://www.bam.vc/

Please see post 4 of 6 | Los Angeles Venture Capital (continued)

POST 4

Hi Mark,

This is post 4 of 6,

Los Angeles Venture Capital (continued)

Basepoint Ventures | http://basepointvc.com/

Bonfire Ventures | https://www.bonfirevc.com/

Crosscut Ventures | http://www.crosscut.vc/

Fika Ventures | http://fika.vc/

K1 Investment Management | https://k1capital.com

Luma Launch | https://www.lumalaunch.com/

March Capital Partners | http://www.marchcp.com/

Riot Ventures | https://riot.vc/

Sound Ventures | https://soundventures.com/

Stage Venture Partners | http://www.stagevp.com/

Struck Capital | http://www.struckcapital.com/

Touchdown Ventures | http://www.touchdownvc.com/

Unicorn Venture Partners | https://www.unicornvp.com/

Upfront Ventures | http://upfront.com/

Wonder Ventures | https://wondervc.com/

VC’s and Portfolio companies

Consider scrolling through the websites of the VC’s to find the “Investments” or “Portfolio” links to find the companies that are located in Melbourne. Follow them on LinkedIn & Twitter. Subscribe to newsletters.

Consider reaching out to specific individuals from both the VC’s and the portfolio companies for advice, mentorship and/or job openings.

Please see post 5 of XX | Los Angeles Venture Capital (continued)

POST 5

Hi Mark,

This is post 5 of 6,

Los Angeles VC | cont

Some of the larger VC firms tend to hire for “Support over the Platform” roles (marketing, HR, accounting, procurement).

Stephanie Manning Cohen from Lerer Hippeau, a New York-based VC firm, describes this trend in a Forbes article: [http://bit.ly/2vNF9X6](%22)

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Angel List |https://angel.co

This site is primarily used by tech startups to list tech & non-tech roles here. Quick search revealed:

24,900+ startups globally list open roles on the site

10,400+ across the USA (non-remote only)

4,600 across California

1,287 in the County of Los Angeles

NOTE 1: The global total is down from the pre‑Covid19 period in which 30,000+ startups listed open roles on the Angel List site.

NOTE 2: Consider spending time on the site. Startups may not always use traditional recruiting sites to find staff. When they scale, they tend to need experienced staff. Consider reaching out to any relevant companies to see if there is common ground to work together. If you join a company in very early stages, you could end up wearing multiple hats (Operations Manager, Merchandise Planner, Senior Product Manager, etc)

Please see post 6 of 6 | Gary Vaynerchuk

POST 6

Hi Mark,

This is post 6 of 6,

Gary Vaynerchuk

You may want to consider listening to Gary Vaynerchuk to help trigger ideas for you. Gary repeatedly speaks about branding, awareness, social media, entrepreneurship, hustle, patience, persistence and a whole host of advice during his key note presentations, podcasts, FB live, TikTok live and Clubhouse chats with students, business owners, musicians, corporate executives and others.

You may find one or more of the following links beneficial towards building your own personal brand and creating awareness of your 20+ years of international experience in manufacturing and distribution operations

Crushing It. Here is the link to the audiobook: <https://adbl.co/2YfafaS>

There are many inspiring stories included in this book:

Lewis Howes | from pro football to broke on his sister’s couch | https://lewishowes.com/

Rich Roll | from overweight to ultramarathon | https://www.richroll.com/

Sean O’Shea | from just surviving artist to The Good dog | https://www.thegooddog.net/

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Inside 4D’s | It’s Never Too Late to Start

Podcast Link | https://apple.co/32crZkS

YouTube video link: http://bit.ly/2VFhHYc

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Have fun researching!