

# WHERE TO

A resource dedicated to student-athletes  
and their Life after Notre Dame.



APRIL 2024

## POST-ATHLETICS CAREER TRANSITIONS: SHIFT GROUP



Shift Group and Project LAND share a unique understanding of the post-athletics journey for former student-athletes, managers, and trainers. Our career services partnership reinforces LAND's customized game plan approach and takes it a step further with Shift Group's focus on success in sales, a field open to people with diverse backgrounds and experiences, offering great pay, career growth, and job security.

### WHO WE ARE

Shift Group was founded by former Division I athletes. We have personally witnessed the challenges of transitioning out of sports into the "real world." Like LAND, we are guided by our mission to help fellow athletes, who already have the key characteristics that every company wants to add to their sales team: resiliency, competitiveness, work ethic, coachability, curiosity.

With our job skills training, applicants learn how to tell (and sell) their sports experiences, accelerating their success in a sales career by helping create the fastest path to promotion and leadership in their chosen industry.

Shift Group collaborates with hundreds of companies in the fastest-growing industries: enterprise SaaS, medical device, real estate, financial service, pharmaceutical, food and beverage, industrial, sports tech, advertising, and manufacturing.

### WHAT WE DO

Like LAND, we are dedicated to helping applicants find a career they will love through preparation and connection. Shift Group receives LAND's referral of an applicant and introduces them to the variety and value of a career in technology sales and what it takes to be successful.

We provide education, coaching, and sessions with career experts for every step in the hiring process at fast-growth tech companies: interview, negotiation, offer.

In addition, candidates benefit from access to hundreds of former athletes with years of experience in tech sales to engage in discussions, mentorship, and networking. Former student-athletes who have worked with Shift Group say that it serves as a door to a new career that fulfills their competitive nature and aligns with their core values of teamwork and professional growth.

### HOW TO GET STARTED

**Applying through LAND's Career Transitions program** is the first step for former Notre Dame student-athletes, managers, and trainers to get started with Shift Group. LAND and Shift Group continue to work together with the applicant on their career journey. To learn more about Shift Group, explore our **website**, including **testimonials** from athletes and veterans about our services.