

# Working in the Global Spotlight

## *Make Networking Your Secret of Success Abroad...and at Home!*



**JOHN DEERE**

### Description

An International Assignment will frequently be a highlight in the career aspirations of many professionals in global companies today. Yet these roles can be few and highly competitive. Understanding what your company is seeking in global employees is critical in positioning yourself for such an assignment. Furthermore, ensuring that your skills, capabilities, and personal circumstances are compatible with the company's needs is crucial.

Networking plays an essential, and sometimes underestimated, role in getting the assignments you want, whether abroad or at home. How powerful is the statement: "*I know someone who can ...*" when someone says it to you? If you want it to be *you* that everyone knows, thinks of, and recommends, you have to be a good networker and be comfortable building relationships. And even more important than helping you score those choice jobs, the strength of your network will often be a factor in your career success.

What is your network? How do you build it? In our discussion, we'll look at the many ways a broad and deep network will enhance your career and value in a company.

- What are the top reasons for Networking?
- How do you Network up, across, and below in any job you have?
- Why is it essential to leverage, strengthen, and continue to build on your Network when working overseas?

And given the cultural and professional complexity of a global assignment, the power of your network in achieving successful outcomes will become clear. Those strategies, and the experiences you gain from them, will be the secret to what differentiates you as an asset to your company!

## About the Speaker

Mariana Karam is the Global Manager, Manufacturing Engineering, for the Combine/ Front-End Equipment (FEE) Product Line in John Deere's Global Crop Harvesting platform. In this role, Mariana leads a worldwide team of over 240 manufacturing engineering professionals serving John Deere's Combine and Front-End-Equipment operations at the Harvester Works in the U.S.; Horizontina, Brazil; Zweibruecken, Germany; and Domodedovo, Russia. Mariana also supports the Manufacturing and Quality teams at the John Deere Sirhind Works, in India; Industrias John Deere in Rosario, in Argentina; and John Deere Beit-HeShita, in Israel. The focus of her manufacturing teams is to standardize manufacturing processes, methods, and tools necessary for distinctive product Quality, operational Safety, optimal Productivity, and New Product Development for manufacturability, across the global business.



Mariana joined John Deere Harvester Works in 1991. In her 27 years with the company, Mariana has led teams in Quality, Supply Management, Manufacturing Engineering, Operations, and Product Development. She has held leadership roles at John Deere's operations at Harvester Works, Cylinder Operations, Waterloo Works, Thibodaux in Louisiana, and at John Deere's World Headquarters in Moline. Mariana has also served in two expatriate assignments: as Manager, Supply Management at John Deere Brasil in Horizontina, Brazil (2001-03) and as Factory Manager at John Deere Fabriek Horst in The Netherlands (2008-11).

With the diversity of her global and professional experience, Mariana has a passion for developing others and supporting the community. As a Tocqueville Leadership Giver to the United Way for over 10 years, Mariana served on the United Way Cedar Valley board from 2006-8 and was co-chair for local Deere campaigns for two years. Mariana has also served as a mentor for American Corporate Partners since 2015, supporting veterans returning to civilian life and careers.

Mariana holds Bachelor's and Master's degrees in Mechanical Engineering from the University of Notre Dame and Bradley University, respectively, as well as an MBA from the W. P. Carey School of Business, Arizona State University. Prior to joining John Deere, Mariana served as a Captain in the United States Marine Corps, where she was an Aircraft Maintenance Officer during the Gulf War. She is originally from Washington, D. C., and is married to a fellow John Deere engineer, Jeff Hawkinson.