

Cristina Gutierrez Full Podcast

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SPEAKERS

Cristina Gutierrez, Mark Agostinelli



Mark Agostinelli 00:00

Hey everybody, welcome back to Beers and Careers. This is Mark. And today as always Beers and Careers brought to you by the DAVIS Companies www.daviscos.com. That's DAVISCO S.com. DAVIS focuses mainly on engineering, IT, and manufacturing professionals. So as you're looking to accomplish your 2023 goals, don't hesitate to reach out to the folks at DAVIS to help you find the right talent to get you there. Today's guest is Cristina Gutierrez and Cristina is such a phenomenal conversation in regards to her career path starting out, really wanting to go to college to get into theater, realizing that's not what she likes to do, but really that she likes to make things. And we touched on that a little bit. But I think what's really interesting about Crstina, she gives a lot of great advice for job seekers and the relentless nature of finding your new role as well as good tips for once you get into that role, especially if you're going to be in an area where you have to influence over others. So she's also integral in an initial participant in women in manufacturing, specifically in the Massachusetts chapter. And she tells her story about getting into that as well. So she's going to be someone that we're going to walk for a while, and she's still pretty new in her career. And I think the sky's the limit. So without further ado, enjoy the conversation with Cristina. Well, thanks for coming on Beers and Careers. Appreciate it.



Cristina Gutierrez 01:36

Thank you for having me.



Mark Agostinelli 01:38

Before, I actually get introduced what you currently do.



Cristina Gutierrez 01:43

So like what my current role is?

M Mark Agostinelli 01:45
Current role today.

C Cristina Gutierrez 01:46
So my current role today is I am a Senior Technical instructor at PTC. PTC makes a bunch of manufacturing software's I specifically work in the Creo software. So if your company bought had a bunch of engineers, and they needed to be trained, I'm the one who does trainings.

M Mark Agostinelli 02:04
Excellent. And before we got get into how you got there, we all I also just learned from originally from Connecticut, now moved up to the Boston area. Ee have a couple rapid fire questions that we asked our guests. Good to know you. Do you have a favorite drink?

C Cristina Gutierrez 02:20
Yes. So like, alcoholic drink. I would say my favorite is like a margarita salt rimmed Don Julio Blanco. if I'm drinking beer IPA recently, I've been a very big like Julius from Treehouse Farm.

M Mark Agostinelli 02:34
Yes, yes. Okay.

C Cristina Gutierrez 02:35
I'm a big burry girl.

M Mark Agostinelli 02:36
Did you stop on the way?

C Cristina Gutierrez 02:37
I did stop. When I was coming down For the holidays. I may have pit stop at Treehouse. Have some waiting for me back in Conneticut.

M Mark Agostinelli 02:45

I love that. So going to Jurassic Park when you go to cool. Um, do you curse? Do you have a your favorite curse word?

C Cristina Gutierrez 02:53
Fuck yeah.

M Mark Agostinelli 02:55
That's that's like a 90%.

C Cristina Gutierrez 02:57
Like, it's great, because you can just use it when it's like, Fuck yeah. It's very versatile.

M Mark Agostinelli 03:05
Checks all the boxes. Do you do quotes? Any favorite?

C Cristina Gutierrez 03:11
My senior quote in high school was go forth and set the world on fire. So I got that one.

M Mark Agostinelli 03:18
Dig it. That's awesome. What was your first job?

C Cristina Gutierrez 03:24
My first job was I worked at a candy store in my town.

M Mark Agostinelli 03:30
Okay.

C Cristina Gutierrez 03:31
Yeah. I lied specifically I was getting paid under the table. And I told them I was 16 because I wanted to vote to buy I think it's like a bike.

M Mark Agostinelli 03:40
Yes.

C Cristina Gutierrez 03:41
And they're like, you're 16. Right? And I'm like, sure.

M Mark Agostinelli 03:45
How much candy did you eat?

C Cristina Gutierrez 03:47
Not allowed. I'm actually not sweet tooth person.

M Mark Agostinelli 03:49
Oh, no.

C Cristina Gutierrez 03:50
I think organic chocolate shop. Neither worlds.

M Mark Agostinelli 03:54
Yeah. So not a complete immersion is in your head.

M Mark Agostinelli 03:59
What's your guilty pleasure?

C Cristina Gutierrez 04:00
Guilty pleasure. I would say my guilty pleasure is I'm a big fan of like, animations. Okay, which is like why there's not like an animae person. But then when I like list off the amount of show like watch

M Mark Agostinelli 04:15



Is what I do.



Cristina Gutierrez 04:16

Me and my brother in law who are not anime people, but we'll watch a bunch of.



Mark Agostinelli 04:21

Funny. That is funny.



Cristina Gutierrez 04:22

That's the guilty pleasure.



Mark Agostinelli 04:25

Lastly, any favorite book you'd share with the audience or maybe something?



Cristina Gutierrez 04:29

So two favorite books. One, The Art of War it's a very good book that's still very relevant. The other one which I think is a fiction based book, I'm a huge Agatha Christie fan. Love, love murder, mystery and Murder on the Orient Express.



Mark Agostinelli 04:47

Yeah, awesome. Classics.



Cristina Gutierrez 04:51

I like around this time of year, usually around Halloween and Christmas. I read through some classics. Last year I read the Portrait of Dorian Gray before that I Read Mary Shelley's Frankenstein. Bram Stoker's Dracula



Mark Agostinelli 05:05

Pretty cool.



Cristina Gutierrez 05:05

..

Yeah. Yeah, like a classic skin.

M Mark Agostinelli 05:07

Yeah, you know, I'm hearing you say that. I mean like, Man, I haven't read a classic book in a long time.

C Cristina Gutierrez 05:13

High School.

M Mark Agostinelli 05:15

Probably. Yeah, probably. So talk to me. How did you get into what you do today? Like I noticed your degree in manufacturing engineering?

C Cristina Gutierrez 05:29

Yes. So my degree is in manufacturing management, which actually management Okay, cool with my concentration in manufacturing processes at Central Connecticut State University Go Blue Devils. But I actually started when I went to college, my first college I went to Hampshire in Amherst, Massachusetts.

M Mark Agostinelli 05:48

Yes.

C Cristina Gutierrez 05:48

And I was going to school for theater.

M Mark Agostinelli 05:50

No way.

C Cristina Gutierrez 05:51

Yes. And I mean, I loved it. I did, but I just didn't love it enough to make that my job.

M Mark Agostinelli 05:58

Trauma theater in high school and growing up.

C Cristina Gutierrez 06:00
Yep.

M Mark Agostinelli 06:01
Okay.

C Cristina Gutierrez 06:01
I think by the time I graduated high school, I had already been involved in like 19 plays.

M Mark Agostinelli 06:07
Dempsey really, really?

C Cristina Gutierrez 06:09
As far away like making.

C Cristina Gutierrez 06:09
Yeah, I was very much into theater. And I've always been like a very artistic person. And like, I love making things I did mostly like technical theaters and design. I did some of the acting, but mostly like, like costume design and stuff. So yeah, I went to college, my freshman year for that. And then I didn't really want to do that as a job. So I went to my parents. I'm like, I still like making things. But I don't know what this translates to a job. My mother is an electrical engineer, mechanical engineer. You know what you could do.

C Cristina Gutierrez 06:40
Manufacturing engineer. So I then transferred to Central. I came back home to Connecticut. And yeah, and then I guess, that's it.

M Mark Agostinelli 06:53
How when did you, you went for theater? So I'm guessing you got to college without necessarily the self awareness that really what you love was making things like how did that come about?

C Cristina Gutierrez 07:05

So I always knew I like making things in the sense of just like making anything like I can look at stuff always like kind of playing with tools and all that. I'm from there, though, my senior year, like literally, almost as I was graduating my high school got a scholarship to make a first robotics team. I went to an all girls high school.

M Mark Agostinelli 07:25

Cool.

C Cristina Gutierrez 07:26

So then I'm just like, Yeah, I'll do this. Like, I have some free time. And I'm a senior might as well. And I had so much fun doing that. I think like the first awareness that making things can have a very technical aspect in a way that it's not just art. Yes, but I've always been good at art. And I always, everyone's always like, Oh, well, you're such a talented artist and drawing any new theaters. I just kind of went into that. But then, as I started to do that more, I found when I was where I was my freshman year that there was a more opportunity to work in like a machine shop. And then so from there, I was like, Well, I guess I can also make things in the context of not art. The other thing they don't tell you about an art career is I like making things like I'll wake up and say, Oh, this seems cool. I'm just going to make it or you know, I'm not inspired, I just stop. That's really difficult to do. Where when you get to make things in a more technical way, there's not that pressure of like, do I like love this? Or whatever. So that's kind of I think, how I ended up pivoting where I'm like, I love art, but I like doing it when I want to do it. And that's not sustainable.

M Mark Agostinelli 08:31

Right. That's, that makes sense. And in reality, I think our favorite, some of my favorite products on Earth are a combination of technical art. And the creative side.

C Cristina Gutierrez 08:41

There is this idea that like, as an engineer, you're not allowed to be creative. And I think that's so bonkers. Because if you think of the problems we have to solve as engineers, just in general, it is nothing but creativity. So I kind of like more of the action of doing things and making things than I actually care about what the product is.

M Mark Agostinelli 08:59

Awesome. Awesome. So then you make this pivot, and then it looks like you worked at some kind of different products along the way.

C

Cristina Gutierrez 09:06

Yes. So out of college, my first job was at New England airfoil products, I worked as a manufacturing engineer. Truly, I think the best thing I got from that experience is a really heavy shop floor experience. I mean, you can talk all day about like the theoretics of how you maneuver something through a shop. But it's not until you're working with machines that you're just like, oh, this is actually how it works. Like you can have whatever Kaizen events we want, but these are the actual people doing it.

M

Mark Agostinelli 09:35

Yes.

C

Cristina Gutierrez 09:36

And they I mean, the guys on the shop floor, have all my love. They taught me pretty much everything. I learned that that job. So from there, I worked doing some drafting work at permasteelisa. Okay, and I always had like, in college, I was always pretty good at 3d modeling software. That stuff is actually my college boyfriend at the time. That's like you should Come and take the seminar on SolidWorks. Oh, yeah, I remember hating it. Hating it like the hating everything about it because I'm such I'm a very skilled like, drawer. So hand drafting was something I knew how to do. So when you? Yeah, like I've been I took like a font I've taken fine art classes and stuff. So when you have that skill for drawing and now you're in a new software that it's not working to what your brain is used to being able to do. It's horrible. I felt like a cat with came on board with Paul.

M

Mark Agostinelli 10:34

Yes, that makes sense. Makes sense.

C

Cristina Gutierrez 10:36

But eventually I picked it up and I'm like, oh, okay, cool. I got the fuel for it. And from there at every job. I worked after that they just used a different software. Yeah, yeah. So at some point, I think now I have SolidWorks, Bluebeam, Revit, Autodesk Fusion 360, Inventor, AutoCAD and CREO. They have to teach yourself pretty much at every job. Yes. So when I got this job at PTC, they're like, have you use cCREO? And I'm like, No. And they're like, do you think you'll be able to learn? And I'm like, Absolutely.

M

Mark Agostinelli 11:07

Right. Just a new, some new window dressing, basically. Yeah. Interesting. I mean, we, that's kind of what we do is place designers here. So again, I totally get it. And although we supply this out, I think you're being humble. I think there's a lot of people who struggle out there to

learn the different skill sets. So kudos to you. So then how do you? How do you went? Why the transition from being the person doing the design to now you teach it?

C Cristina Gutierrez 11:38

So I love the technical aspects, like I love any 3D modeling software, like I'm a very visual spatial reasoning person. The only thing that comes with being an engineer and doing that kind of work is you're not really customer facing. And I like people. Okay, so when I found this kind of niche opportunity, they're like, we're looking for engineers but like with personality, I'm just like, This is me. This is what we're doing. I get to talk for a living. This is amazing.

M Mark Agostinelli 12:05

Did you find did you get, like, recruited into that job? Like kind of?

C Cristina Gutierrez 12:08

So what happened is this so I am on the board for women in manufacturing for the state of Massachusetts. So that I mean, like, that's actually how I met Andrea here. And from there, another one of our board members was hosting an event for it was like a temple networking event. Okay. So it was hosted at PTC, who basically looking to fill out the room. And she's like, Hey, are you free on Tuesday? And I'm like, Yeah, I'm free. I don't have anything else I'm doing. I was not looking for a job like I was Oh, yeah. And then I went to PDC. And I'm just like,

M Mark Agostinelli 12:43

how do I work here? How do I work here?

C Cristina Gutierrez 12:45

Um, yes. And it will a very, like, I basically stopped PTC and was like, you will let me interview here.

M Mark Agostinelli 12:53

Oh, awesome. Yeah.

C Cristina Gutierrez 12:54

So I met some people found some opportunities looked at any job that I could possibly qualify to do. I actually had originally applied to Onshape, which had recently acquired.

M Mark Agostinelli 13:06
Oh, that's right.

C Cristina Gutierrez 13:08
Yeah. So I applied for that position. And they're like, here's the deal. That position is not getting funding, but we really want you. So then I was thrown at like three, I think I interviewed in total, like nine different times, like rapid press. Yeah. And they're like, We want you and we're just gonna keep throwing you at the wall and see what sticks. So that's how I ended up at PTC.

M Mark Agostinelli 13:28
I love that story about I love this story, because you really just went out. You knew where you wanted to go.

C Cristina Gutierrez 13:33
Like, I want to work here.

M Mark Agostinelli 13:35
Yes. And you just want to get your foot in the door. Yeah, that's phenomenal. That's right. So this is how it manifests itself.

C Cristina Gutierrez 13:40
Oh, it was manifest, they might as well have had a vision board.

M Mark Agostinelli 13:45
That that is so cool. Now, how the women are manufacturing clearly a demographic probably underrepresented in the, in the manufacturing world more so. How how was like, how was your experience changed? Throughout the years of like, you know, PTC is huge, global, and a progressive company had been dead, but you also like, your eyes lit up when he talks about your time on the shop floor with the guys that you mentioned. I'd love to hear, like, your perspective. s

C Cristina Gutierrez 14:14
So it' like a mixed bag in the sense of like, I'm not gonna lie and be like, Oh, it's all sunshine and roses being a woman in a male dominated field. But I think once at least in my experience, it can't speak for all once the guys on the shop floor kind of got over the initial shock of the fact

that I'm half girl and like, I'm not I'm 5'2. If I edge once they've kind of gotten over that. And if you just Okay, so the best way I can say and this is just for anyone working with any group of yesterday in a trade. So like I have a four year degree from a college and my job was very much in a managerial role of the shop floor. Enter with the respect that someone who has done the job longer than you has something to teach you. Your degree does not matter it I mean, it does. But what really won me over was when I guess when I go out there and I'm like, can you teach me how to do this? Because you've done it? Yeah. And from there, you can just kind of I mean, you can work with it and find a common point. I mean, at this point, I know a lot about hockey, football and hunting, aside from hobbies, none of those things I'm super interested in. But do you just find places to kind of meet? If you go in with the attitude of it's going to be so hard, they're going to hate me, then? Yeah, they are. You can win them over. It takes time and you just have to be honest in your intentions. You're, I'm not doing it to like manipulate them or anything. I'm genuinely care. I genuinely want to learn how you've done things. I'm genuinely interested in your perspective. I'm a process engineer trying to improve the process. Who better to get information from the people who do the work every day?

M

Mark Agostinelli 15:58

Right. Right, as opposed to just sitting in an office assuming that you know what's going on? So it sounds to me like you also felt like you're battling the I'm younger than people in the room?

C

Cristina Gutierrez 16:11

Yes.

M

Mark Agostinelli 16:11

Almost like, I don't want to say more. So I don't put words in your mouth. But you really

C

Cristina Gutierrez 16:15

No, no, that's definitely like, a fact is, I mean, some of them, you do have to have a little bit of a thick skin. Like you can't get ruffled with, like, when a guy comes in. He's like, listen here, a little lady. That's just gonna happen, right? But I think it's just accepting that it's going to take time, and letting your words speak for you, giving it time and kind of learning to assert yourself and say, No, here is why I feel this way. And to some extent, being able to stand up for yourself and have a little bit of like, pushing back. Yeah, particularly guys on the shop floor, they'll push you a little bit like, you gotta knock it back a little. And after that, usually you're pretty fine.

M

Mark Agostinelli 16:56

You gain respect. Yeah, by doing it that way. Where does your self confidence come from? Theater. It wasn't like all acting in theater either.

C Cristina Gutierrez 17:05

No, I don't know if self confidence through I mean, I guess I'm, I've over the years become pretty comfortable with recognizing that the things I've done, I guess, have value that like, I got a degree that I earned, I have worked in places where I have shown my value. So from there's just to some extent, and that might just come from being a woman in a male dominated field. If I don't trust myself. No one else will. So I have to be like, I know what I'm doing. And I have my mother always say, fake it till you make it. There have been moments where I'm just like, I know what I'm doing in my head. I'm just like, I do not know what I'm

M Mark Agostinelli 17:46

Right. I'm gonna look that up immediately. Yeah,

C Cristina Gutierrez 17:48

just like, far from this. And then it's just like, let's do it.

M Mark Agostinelli 17:53

So how long have you been involved with women in manufacturing in Massachusetts?

C Cristina Gutierrez 18:00

I think at this point, I had been on the board for like, five years?

M Mark Agostinelli 18:07

Oh, wow.

C Cristina Gutierrez 18:08

Yes.

M Mark Agostinelli 18:09

Wow.

C Cristina Gutierrez 18:09

What happened was this

M Mark Agostinelli 18:11
So even before you were in Massachusetts.

M Mark Agostinelli 18:13
Yes.

M Mark Agostinelli 18:13
No way.

C Cristina Gutierrez 18:14
Um, so that's kind of a long story. So I had a very small company.

C Cristina Gutierrez 18:18
We're going nowhere.

C Cristina Gutierrez 18:18
Yeah, no. I was at a very small company. And when I was going to go, like I, my mom had mentioned to me sure that there's this thing called limited manufacturing, I think it'd be like good for you. Yes, like, so at the time, my company didn't have the money to send me and I'm like, I got PTO and a couple, a couple of 100 bucks in the bank. So I sent myself to the first conference that I went to, which was in Indianapolis. And when I went, I remember thinking, I'm like, Okay, I want to get involved with this organization. I need to see who are in my area. So I had a car. So I know I'm like, okay, Rhode Island, Connecticut and Massachusetts are like the places I could ostensibly drive to Rhode Island to not have a chapter so I'm like what islands out? And then there was Connecticut, Massachusetts. And it happened that the Connecticut chapter need I think she just ended up not going that year, or maybe she didn't, I just never caught her. So I found out that I'm like, oh, there's someone who wants to start the Massachusetts chapter. Angela. So I then Angela is, at this point, a very close friend and mentor to me. But I basically like looked her up because women have this app where you can like look up all of the members and like speakers, and I ran around the conference basically trying to meet her and talking to her we became very good friends. And she like I'm trying to start this chapter. Do you want to help? And I'm like, hell yeah.

M Mark Agostinelli 19:38
No way.

C Cristina Gutierrez 19:39

Yes. I was like never a member of when I went from like going to a conference to being on the board. I went from like zero to 100. Very quickly.

M Mark Agostinelli 19:46

Wow. What was that experience like?

C Cristina Gutierrez 19:48

Well, I remember at the whim conference, they had like a breakout group and it was talking about how do women achieve positions of power within particularly male dominated fields. And the topic was, how do women get on boards, like in general, and the woman there who spoke was like, Well, the way to get on a board is to already be on a board, like you start at your local boards, and then from there you grow. So it was already on a goal to be on a board of something, okay, to just get that experience. So what Angela's like, I'm starting this, I'm like, I've never been on a board, but I can figure it out.

M Mark Agostinelli 20:24

And there it is.

C Cristina Gutierrez 20:25

That's how it happened.

M Mark Agostinelli 20:27

Very ool. Do you feel like there's a whole different set of skill sets that are challenging?

C Cristina Gutierrez 20:32

Yeah. No, yeah, it's very weird. Because it is, I mean, your people facing in a way that like you are representing an institution. So it is a little weird in the sense of like, women, something that has become such a big part of my life, and particularly like, not just my career, it's something I'm very involved in, it's a thing I'm obviously very passionate about. So it's a weird kind of being a person who represents essentially an institution. Um, I also have, I think, pretty consistently been one of the youngest members on that board. So it is also a little weird, what it's just like, hi, I started there when I was little, but I'm 29 now that I've been like 24, or 25. So being on board at 25 is wild.

M Mark Agostinelli 21:21
It's impressive.

C Cristina Gutierrez 21:22
I mean, I,

M Mark Agostinelli 21:25
It's a lot of responsibility, because like, what, what, what is WIM's main goal?

C Cristina Gutierrez 21:31
So WIM's main goal is WOMEN manufacturing is a trade association that is promoting women in the male dominated field of manufacturing. So you don't have to necessarily be a manufacturing engineer like me. It is anyone who works in the field in the field or like, adjacent to the field for manufacturing services.

M Mark Agostinelli 21:51
Yes. Well, yeah.

C Cristina Gutierrez 21:52
So it is a little interesting in the sense of like, how it's a big topic, I guess. Yeah.

M Mark Agostinelli 22:01
Huge, right?

C Cristina Gutierrez 22:02
Yeah. And eventually, like, again, near and dear to my heart, not just obviously, for my own personal reasons. But so I guess, in that it's weird sometimes to have doing all this work towards such a big goal. And then I guess there's a little pressure to be like, this is something that's so important to me that like everything I do in the context of WIM, I really try to put my best effort in. Because I know it's like such a bigger part. And it's such a been such a big thing for me, and hopefully a big thing for other people.

M Mark Agostinelli 22:29

Very cool. So your goal is really going to engage women in those industries, adjacent industries,

Cristina Gutierrez 22:34

And create I guess a network. I'll be honest, there's a pretty regular occurrence that I am the only woman in a room. Yeah. Almost every woman at WIM has almost always been the only woman in a room. Right? And it's a little hard when you feel like you're all by yourself, because you're not there's a lot of us, but it's not the easiest to find.

Mark Agostinelli 22:53

Yeah, mid size represents. So do you do like work with like, schools and like stem? Is it a lot of that? Yeah, I'm just trying to, I'm guessing.

Cristina Gutierrez 23:02

No, no, that's absolutely fair. No, we do a lot of things with schools. I've actually recently got promoted as the events coordinator for our chapter. So plans moving forward are largely I'll say the majority of what we do is like factory tours, helping people see other than Andrea actually held a fabulous event at a brewery working. So we do networking events, too. And we are now looking at Outreach. I mean, prior to WIM, when I was back in college, I worked at the woman Center at my university. And we hosted like a girls in STEM Day where we got middle school girls and basically introduced them to STEM careers. Just the simple exposure of it's wild that in this day and age, it's still to be said, but I've gotten when I've taught younger children, that they're like, you don't look like an engineer. And I'm like, why don't I look like an engineer? I'm an adult, right? And they're like, well, engineers don't look like you know, what does an engineer lool? Like, they're you don't have to be a certain type of girl, you need to be a girl who likes math and science. That is the criteria.

Mark Agostinelli 24:06

Yeah.

Cristina Gutierrez 24:07

So it's sometimes just simply the exposure of if you don't see people who look like you in an industry, it makes it very hard for you to believe you can be part of that. So sometimes just the exposure of existing and being like, Hey, we're real, right? Is enough to be like, Oh, maybe I should try this.

Mark Agostinelli 24:25

Very cool. No. 100%. And then people need role models. Yeah, you know, I think that's like the I

very soon. Not 100% and then people need role models. Yeah, you know, I think that's like she mean, your mom was an engineer.

C Cristina Gutierrez 24:35

Yes. My mom is and your mom is current is an engineer. Well, she is still is and the other day she currently works as the president of constant in Connecticut. So it's an NDP

M Mark Agostinelli 24:48

Yeah. Manufacturing central program. Yeah. Okay. Cool. We have one of those Massachusetts

C Cristina Gutierrez 24:53

Yes. Because the Massachusetts one no.

M Mark Agostinelli 24:55

Okay. So yeah. So for you is becoming a very small

C Cristina Gutierrez 24:59

Yeah. My sister's an engineer. I'm an engineer. My dad is an engineer. My mom is an engineer. A hot topic.

M Mark Agostinelli 25:06

Oh my goodness. Now, any crossover between the products that you guys have worked on?

C Cristina Gutierrez 25:11

Um, I do know that my sister's company uses CREO. Okay, so they have had training, I haven't been a trainer. I honestly waiting for the day because there is not a version where I'm not going to be like an athlete. She has had them they just not would like this.

M Mark Agostinelli 25:30

So it certainly seems like your parents are pretty instrumental in guiding you into this career. Not like purposely

C Cristina Gutierrez 25:37



Cristina Gutierrez 25:57

No, they actually let me have a lot of free rein when I when I told them I was like, you know, I don't know if I want to do theater anyway. Like, I don't know that it's for me. They're just like, okay, cool. Like, they were ready to close the first time I've ever seen them really happy with it, trying to quit something. And I was like, What is this energy with a holodeck? You know, sometimes we just need to change things. I'm like, sure. suspects are always rooting for it. But they were never like, you have to they let my sister and I kind of do what we want. And we just found our way into it.



Mark Agostinelli 26:07

And that's about it. So cool. So what is next for you?



Cristina Gutierrez 26:12

What is next? Um,



Mark Agostinelli 26:14

PTC is a big place.



Cristina Gutierrez 26:15

Can you see the big place? So I don't know where I mean, any career move? I would definitely look internally PTC is not just because it's a big company. We at PTC put such an emphasis on like hiring and promoting internally that most of the people I've seen are like, I have worked at PTC for 15 years. And I've just worked nine different departments that PTC and I think that's such a rare find, because I'll be honest, I don't know too many people my age who have companies that they could ostensibly see themselves retiring.



Mark Agostinelli 26:47

Yes, I agree. It's kind of like an old school mentality.



Cristina Gutierrez 26:51

Yeah. But there's a lot of opportunity with PTC , so I'm not sure what's next in the context of like, where I'm gonna I'm gonna make three Oh, I just made three years. It was in November, like November 18. Was my three year old. Very cool. So I'm not sure from there where but I will most likely continue in the PTC family.



Mark Agostinelli 27:11

.....

Very cool. Yeah. I, we recorded a podcast recently, where the person gave the advice to someone seeking a job in early in their career to just say yes to things. And I just found it so funny that the reason you ended up with PTC is because you went to go fill a seat in a room at one point in time and some change and I, I don't know, I think that's So cool..

C Cristina Gutierrez 27:33

I am forever, like a yes. woman that had been like my motto recently at PDC. With an eye Do you think you can do this job? And I'm like, yes, yeah, I got the job. And then I ended up doing a bunch of other things. The NPDC were there. I recently hosted our virtual Christmas party. And I think reasonably, like this morning, no way. Yeah, we had a virtual Christmas party. And my managers manager was like, Do you want to do that? And I'm like, sure. I do. No idea if I could do it, but I like wow, let it rip. Yeah, I am forever just throwing myself on like, oh, learn on the fly.

M Mark Agostinelli 28:03

How are you dealing with working remotely? Because you seem like a person who would thrive? Yeah, I'm judging, but none of them thrive like interpersonal at this setting.

C Cristina Gutierrez 28:14

I don't strike you as an introvert. Yeah. No, okay. So it's weird because it is a virtual class. So I do interact with people all day. One of them's our teacher. Teaching Online is so different than when I used to teach in person, like as a side hustle. I there's like a Makerspace in Connecticut. And I taught SolidWorks Yeah, so I do that as like a summer side gig. I'm pretty good when it comes to reading body language in person. Yeah, I have to get a whole new set of skills for reading. Reading body language through Zoom is tough, because it's like, does anyone have any questions full silence. And I'm like, awesome. I don't know if anyone needs help or not. Right. So that's tough. Um, what I have done and like I said, since I do women's stuff, I fill my time with a lot of other types of things.

M Mark Agostinelli 29:06

Yeah, getting your engagement elsewhere.

M Mark Agostinelli 29:08

Yes. I mean, like I told a friend of mine that I go, What are you doing today? And I'm like, I'm going to be interviewed for this podcast. Why are you always going places and doing things and I'm like, I'm a busy woman I got I gotta stay

M Mark Agostinelli 29:18

Stay on the move though

stay on the move through

- C** Cristina Gutierrez 29:20
So then between like WIM and then this and then kind of other things I'm trying to do.
- M** Mark Agostinelli 29:26
That's how you get you that's how you say shade that.
- C** Cristina Gutierrez 29:28
Yeah, and then I think come the new year I'm I start going into the office more just to get used
- M** Mark Agostinelli 29:34
To do it. Yeah, I mean, you're close.
- C** Cristina Gutierrez 29:36
Yeah, I'm 15 minutes driving and then like 30 minutes on the green line.
- M** Mark Agostinelli 29:43
Right. Yeah. So it's not bad. I love like for me, takeaways to from this is like for the job seekers, the relentlessness about wanting to work somewhere and then getting you're getting your foot in the door at any way possible. Because I think that's like, easier said than done.
- C** Cristina Gutierrez 30:01
Yeah, I will say if I had like advice for someone getting a job if you really want something, first opportunity looks different. The job I got that I love is not the job I applied for. Yeah. See? That's the first thing. The second thing is, honestly be comfortable with rejection. And keep trying isn't the only time that like, no doesn't always have to mean No, right? Just keep applying. And then keep applying again, if anything that shows a company, if you're interested enough, when they reject you, and be in the sport about it. Here's the thing. Someone were rejecting you, you don't know what's happening in the background, it might have nothing to do with you. Maybe the company didn't get funding for the position. I mean, I love my job, but I will not show up if they stop paying me. Um, maybe they had to promote internally, there's a lot of things that could be happening that have nothing to do with you. So don't take it too, personally. And don't be too quick to burn that bridge and be like, well, now I think no, just try again. And if you really care, try again, keep your eyes open for other positions, get an alert on open position. So I would just say drew me keep trying. It takes time. It's not fun, but like,

M Mark Agostinelli 31:11
you got to keep your head down. And I think you're you mentioned you're a hockey fan.

C Cristina Gutierrez 31:16
Yeah. I'm a Bruins fan and they're doing so well.

M Mark Agostinelli 31:19
Oh my god, what a season. Drama BS guys like that. That's my totally

C Cristina Gutierrez 31:25
Eastern cover. I like every time I'll be well, I like the alert on my phone. And then I was like, Oh my God, right.

M Mark Agostinelli 31:30
I have a seven year old and a five year old. But the seven year old. They're both they both play hockey. But the senator was obsessed. So every morning goes downstairs. He's like the Bruins play last night. So we asked Alexa to the Bruins win and all that. So it's hilarious. It's common at our our house. But the reason I bring it up is what you just said really reminded me of a video I saw of a bunch of hockey coaches just kind of having their own like mini podcast or wherever all were all current coaches and NHL, talking about things. And they talked about how the there's a level of some times of frustration between player and coach that exists due to no communication, kind of like the whole point of view saying no, you don't know what the other person's going through why they said no. And they said like they're taking people off on the powerplay. 10 seconds for the power plans just to get the next line ready. Yeah. And the person on the ice things that they got pulled off, no sweat it for, like, a couple of weeks before they say anything. And it's like, and I thought to myself, I was like, as someone who's a leader of people, I thought to myself, who on my team thinks that I did something for a different reason. I really did that I can talk to him about it, especially like going into, we're right around the holidays. It's like, we're not gonna talk and there's gonna be sweating over it. And it's so interesting to hear you're like, I don't care. Like I'm only gonna worry about what I can control, which is hard to do.

C Cristina Gutierrez 32:53
It is Oh, it is I'm making it sound really? You really are. There is a lot of like, went to the company. You're just like, No, thank you so much for the feedback and at home just like live but

—

M Mark Agostinelli 33:05
Dropping F bombs.

C Cristina Gutierrez 33:06
Absolutely. But that's the thing. First, you can't take anything too, personally, because nine times out of 10 is not personal. Correct? There is something else going on. And like, same for that. Okay, the hockey example being the perfect example, you might think you're best suited for position a because you're only seeing it from your perspective, the hiring manager, if they're doing their job, right, is seeing the full picture. And it might be like That's not for you. We're gonna put you somewhere else.

M Mark Agostinelli 33:34
It's hard to deal with that.

C Cristina Gutierrez 33:35
Yeah. You gotta be just gracious because also, this is just I think maybe having grown up in New England, I call it

M Mark Agostinelli 33:41
a small is very small. And the people are hurt.

C Cristina Gutierrez 33:48
Yeah. And we know each other. So the thing is, like, let's say I applied with you, and that didn't work out. I make a good impression, there might be a chance of drilling. Listen, I don't have anything for years, you know, who does this person. And you only get that by being open minded. And just by not being a jerk about it, just like chill something. Well, if you're doing your best if you go in and you're just like, I did the best I could.

M Mark Agostinelli 34:13
That's how you can you apply your theory and just say yes to it. Yeah. Oh, and

C Cristina Gutierrez 34:16
again, all opportunities. I will take a job I don't like in a company like any day.

M

Mark Agostinelli 34:22

Really? I think that's I think that's really what's your i 100. And I think it's really good advice. I think the other big takeaway for me from our conversation, I think you had great advice for the new manager, or the younger manager. I know we've talked about in the context of being a woman but I think you also taught me a really resonates for the new manager of like, assume nothing, ask for help. Those are and find common ground. .

C

Cristina Gutierrez 34:48

Absolutely And you're allowed to ask like one thing I always do in interviews is okay, I have like standard questions. First one is In general, if I've applied to a company, I've already done research about the company. So there's not like, it's a little weird when people ask like, so what does this company do? You should not because you're interviewing like, you should already know where we're at. But my favorite question to ask at an interview when they did you have any questions? I'm like, yes. Not about the like maybe about the job specific or maybe about the company in general. What do you think makes a successful person at x y&z in this company? Because it does two things? First, it gives you an idea of what they are looking for because they're going to tell you second, it gives you an idea of, I guess, what is your managerial start? What's the corporate culture? Because that one requires people to actually think and say like, what do I feel defined success within the metrics of our company?

M

Mark Agostinelli 35:44

And cultures are very hard to articulate. Yeah, in an interview, or honestly, in any setting until you immerse yourself in it, but I think you get more from the vibe of how they answer the question and the actual answer they give you to that question.

C

Cristina Gutierrez 35:56

Absolutely. And that gives you a good feel. Because like, every company is going to be like, we're looking for a self starter. Yeah, obviously, all of you guys want me to do my work without you having to check on me. That's just like, how companies be an adult. Yeah, be a person who's going to show up to work on time. But the way people answer that question, tell them how the manager or whoever is hiring feels about the company, and what they think is the person that will thrive in this culture. And I've never gotten a generic answer from anyone when I asked that question.

M

Mark Agostinelli 36:24

Very cool. That's a really good tip. Really good tip.

C

Cristina Gutierrez 36:28

Because you can also ask people how you do an interview, like people don't do that. But you can say like how am I doing? Yeah but like after you go out and be like hey so I just wanted

can say like, how am I doing. Yeah, but like after you go out and be like, hey, so I just wanted to know, do you have any feedback for me? Right? Like, people never do that. But you're fully allowed to have that.

M Mark Agostinelli 36:41

I like to, I always like to question now. Maybe in a sales? I don't know, I kind of think about I live in that world, but like, what obstacles do you see? prevent me from being a good employee in your organization? Right. It's like what like, give me give me the Give me your objections right now and let me overcome them. Like, I think in due time, you'll be selling Creo Pro.

C Cristina Gutierrez 37:04

I mean, my data says, manager, I probably will. If I go anywhere. PTC I might go into the

M Mark Agostinelli 37:10

I don't want to like Pat again. I have just spending a half hour there. I was like, well, you will be selling

C Cristina Gutierrez 37:16

I love I love people genuinely and I genuinely like that.

M Mark Agostinelli 37:23

You're trying to solve people's problems you did the technology

C Cristina Gutierrez 37:26


my dad would always say because he is truly could sell ice to an Eskimo is very much about that. He's like, listen, to sell. You need to listen to what the problem is, and help them find what their solution is. Right? That's all you do. You're just connecting a person with their solution.


M Mark Agostinelli 37:42


So true. It's so true. We do it every day. Cristina has a hell of a time. Thank you for coming on.


C Cristina Gutierrez 37:48

Thank you for having me. This is so much fun.


 Mark Agostinelli 37:50
So much fun and cheers to our Bruins.


 Mark Agostinelli 37:54
Cheers.

 Mark Agostinelli 37:55
Keep on the train,

 Cristina Gutierrez 37:55
Hopefully the Stanley Cup

 Mark Agostinelli 37:57
on the train. Thanks again for coming on and

 Cristina Gutierrez 38:00
Beautiful.

 Mark Agostinelli 38:01
Take care.