

How to “Work” the Engineering Career Fair

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Your Goals of the Career Fair



- **Increase exposure to potential employers**
- **Gain insight into a company & its employees**
- **Differentiate yourself from competition**

Check Available Research



- **Utilize available resources**

- **SEC Website** <http://sec.tamu.edu/careerfair/>

- **Career Center Library**
company literature

- **Internet & web sites**

- **Co-ops/Interns/Grads**
working for company

- **Professors**

- **West Campus Library**





Students

Engineering Career Fair

We work for you. When we learned Company Search was by far the most accessed page on our site, we spent a semester retooling it in an effort to better serve you. What we ended up with far exceeded our expectations. Our new Company Search 2.0 allows you to search through all of the data we have about companies: names, descriptions, majors hiring, and even some industries. We've even included functionality to let you know about companies that are similar to the companies you like.

But we're just getting warmed up. We still have a lot of cool functions to add, so we'll keep working on this site until we think it's perfect - or more importantly, until you think it's perfect. **We're here to serve you**, and we hope this company search helps you find that perfect company.

Company Search

Search

Filters

Days Attending

Any

Major

-

Degree

-

Employment

-

Welcome Dinner

Golf Tournament

Search

All Attending Companies

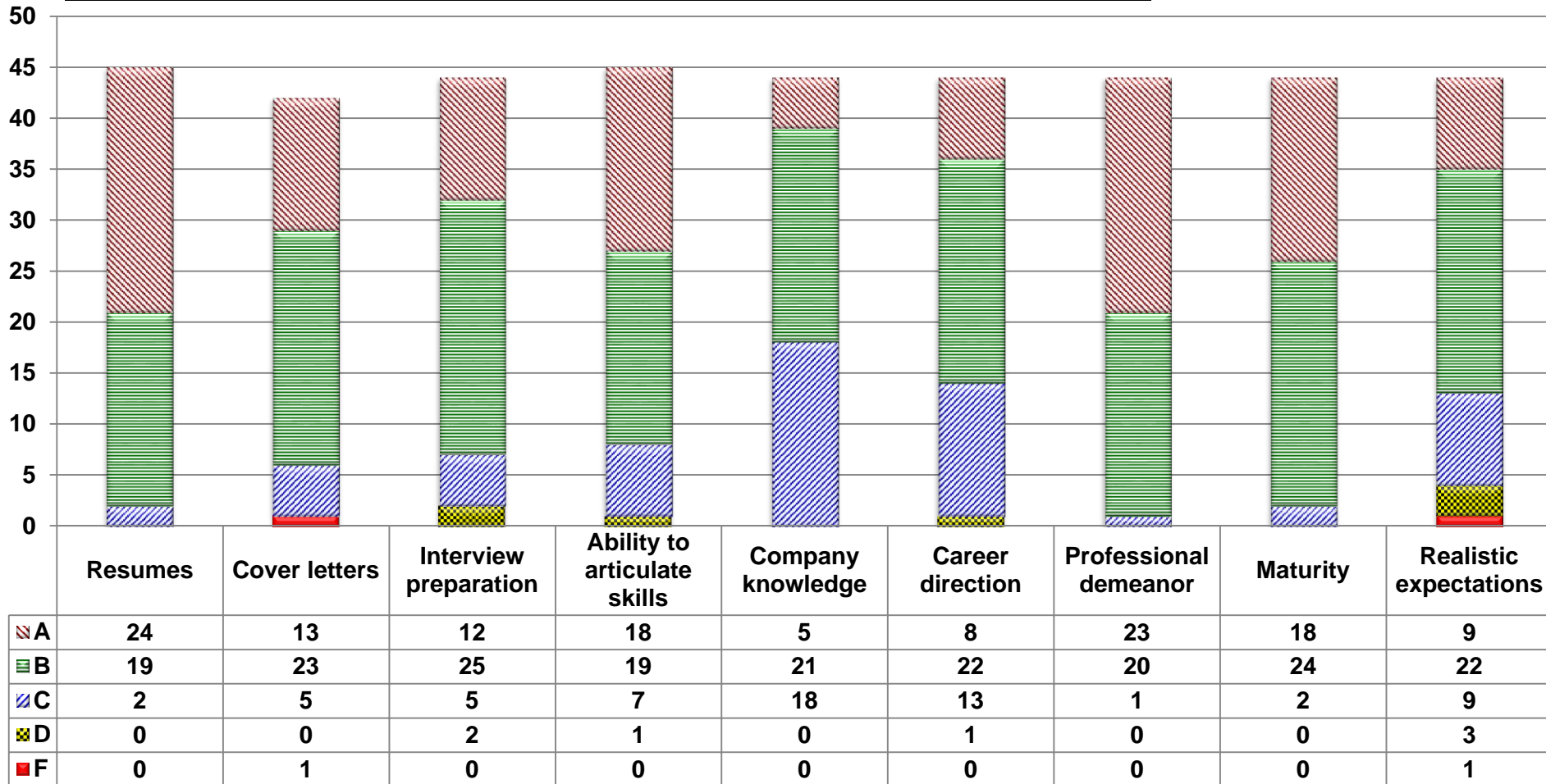
Search Suggestions

- **Company Names**
- **Industries** - Consulting, Construction, Oil & Gas...
- **Locations** - Houston, Austin, London...

Comments, Questions, Ideas?

We want to hear from you. Shoot us an email at sysadmin@sec.tamu.edu.

How Employers “Grade” A&M Students



Why Should They Hire You??



- **What does their company do for a living?**
- **What do you want to do with your degree?**
- **How can you support their efforts?**
- **Determine “match points”, where your experience fits company’s needs**
- **Write down “match points” & questions**
- **Remember, the companies are shopping for good buys**

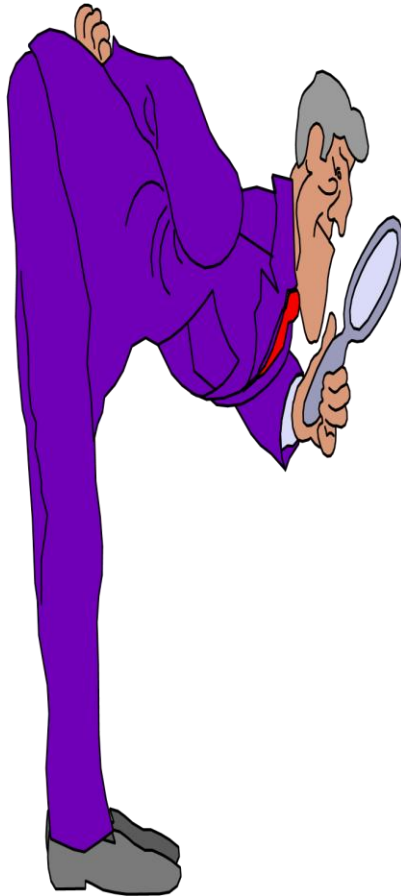
Decisions! Decisions!



- **Decide which companies to visit beforehand**
 - **Prioritize companies**
 - **1st two visits, lower tier**
 - **Don't overlook small/mid-size companies**
- **Do homework on companies**
 - **Outlook for industry**
 - **Primary products of company**
 - **Hiring majors**
 - **Current events/projects**
 - <http://finance.yahoo.com/>



The Resume Game



- **Make sure it is *GOOD***
 - Resume Reviews @ Zachry
 - Walk-in service
- ***DO NOT* automatically give out**
 - Some companies cannot take resumes
 - Business card?? Flash Drive??
- **End of conversation-ask if you can leave it with them**

Employer Tells You to Send Resume Electronically



- 1) Demonstrates Student's continued interest in Employer via an email.**
- 2) Student can remind Employer of the conversation and elaborate on the position(s) he/she is interested in.**
- 3) Employer gets to see the Student's writing skills, follow-up, and attention to detail.**
- 4) Employer now has an electronic copy of the resume that can be moved immediately to the hiring managers without waiting for a recruiting trip to end.**

Business Cards



Student Name
B.S., Computer Science
Texas A&M University
College Station, TX
May 2007
999-123-4567
Student@anymail.com

Co-op & Internship work experiences
Extensive experience living abroad
Conversational in Spanish & German
Persuaded 300+ students to register
for voting in 2004 election

Seeking production or design job in
multinational environment

- **Created in Word and print on local printers**
 - ➔ **Perforated cards may be purchased for less than \$15 for about 250 cards at most office supplies locations.**
- **Disk or flash drive to any print or copy shop to be printed more professionally**

Dressing the Part

- **Suit is not necessary, but...**
- **Don't be too casual**
 - dress up a bit
- **Men-nice slacks, pressed shirt**
- **Women-casual outfit or simple dress**



DON'T LOOK LIKE YOU JUST ROLLED OUT OF BED!!!

Dressing the Part

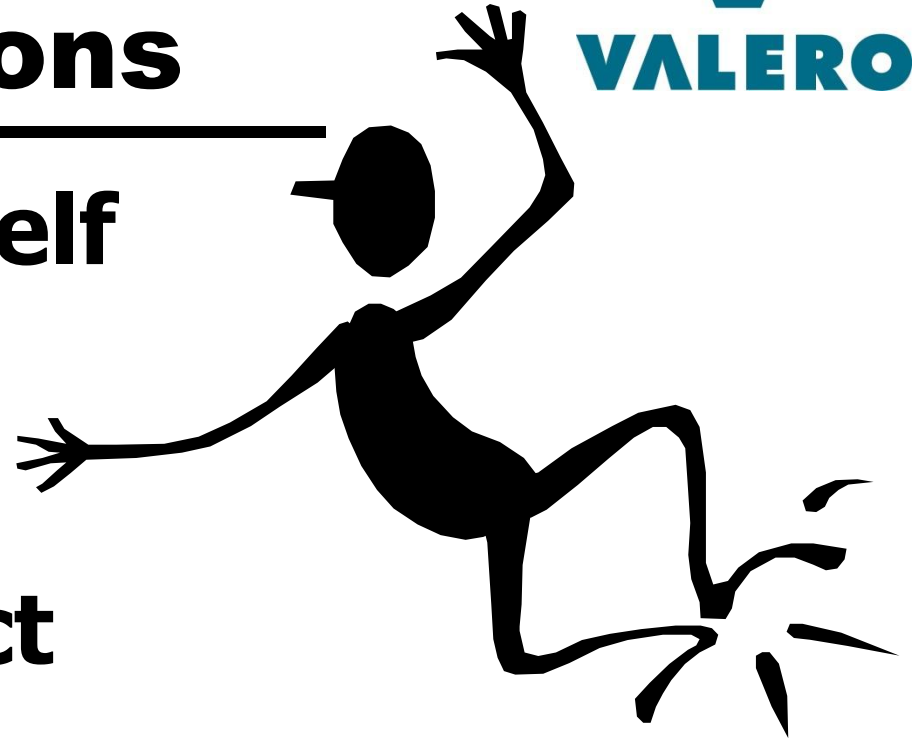
- **Check out how the Employers are dressed**
- **They are “role models” for their company**
 - ❖ **Hair**
 - ❖ **Beards**
 - ❖ **Grooming**
 - ❖ **Piercings**
 - ❖ **Tatoos**
- **Do you see yourself dressed that way to interview and/or work for the company?**

The Booth Visit

- **Expect visit of 2-10 minutes**
- **See and Be Seen**
 - ❖ **Express interest in company**
 - ❖ **Meet a company rep**
 - ❖ **Leave resume**
- **Differentiate yourself**
 - ❖ **Know questions you wish to ask**
 - ❖ **Use notes with company information & questions.**
 - ❖ **Share “match points”**
- **Be prepared for company rep to ask**
“Why did you stop by our booth?”

First Impressions

- **Introduce Yourself**
- **Shake Hands**
- **Make eye contact**
- **Don't squirm/fidget**



SHOW ENTHUSIASM!!

Self Introduction

- **Speak up!**
- **Well planned and concise**
 - ❖ **Name – first and last**
 - ❖ **Academics – what major and year**
 - ❖ **Employment aim – Co-op, Internship, or Full-time**
 - ❖ **Company insight – why you are interested**

Handshakes – First Impression



- **Jellyfish**
 - ❖ weak
- **Half a hand**
 - ❖ maintains distance
- **Knuckle cruncher**
 - ❖ power play
- **Two handed**
 - ❖ familiar approach
- **Winner**



 **firm handshake with eye contact**



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Things To Talk About...

- **Make small talk**
 - ❖ "First time at the career fair?"
 - ❖ "I see you're an Aggie. What class are you?"
 - ❖ "How was your trip to A&M?"
 - ❖ Welcome dinner, golf, company informationals, professional society meetings
- **Why you are interested in company**
 - ❖ Researched information
 - ❖ company website
 - ❖ Current events
 - ❖ <http://finance.yahoo.com/>
- **What are typical job duties for your major?**

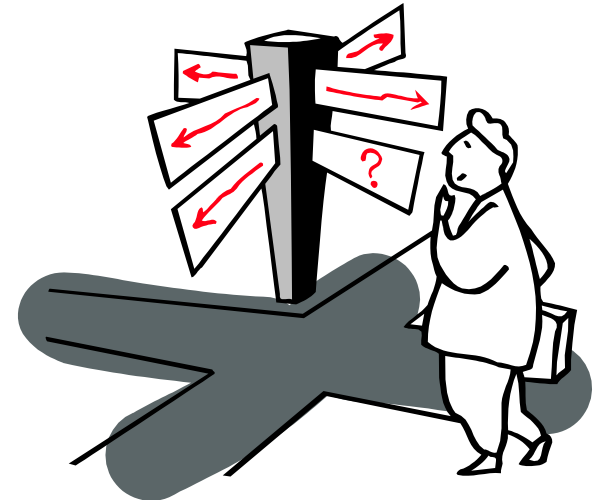




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Things To Talk About...

- **What kind of training program for New Hire Engineers?**
- **What is more important – M.S./P.E./MBA?**
- **What locations/divisions are they interviewing for?**
- **What is company policy on transferring to other locations?**
International assignments?
- **How do they evaluate Teamwork vs. individual accomplishments?**

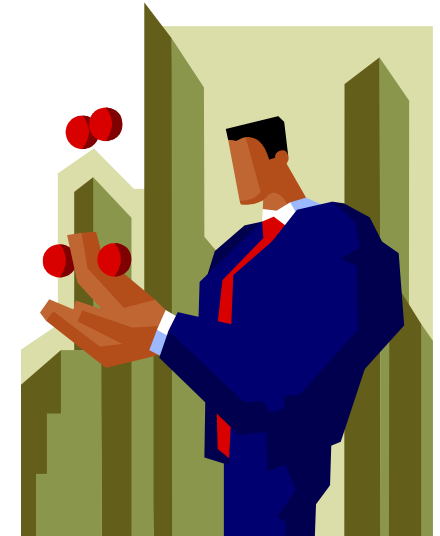




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Things To Talk About...

- **Does your company encourage higher education after you go to work?**
- **Do you have plans for expansions and opportunities in the future?**
- **What personal skills, qualities, or experience are you seeking for this position?**
- **How much travel is involved in this position?**
- **What is the normal career path after this position?**





Things To Talk About...

- **What is hiring process for the company?**
- **Do they post jobs and schedule interviews through HireAggies.com?**
- **What is impact of Industry trends on hiring and career paths?**
- **Don't skirt GPA issue, if you're asked**



It Is NOT a Good Idea to Ask About Salary at this Point

Standing Out In a Crowd



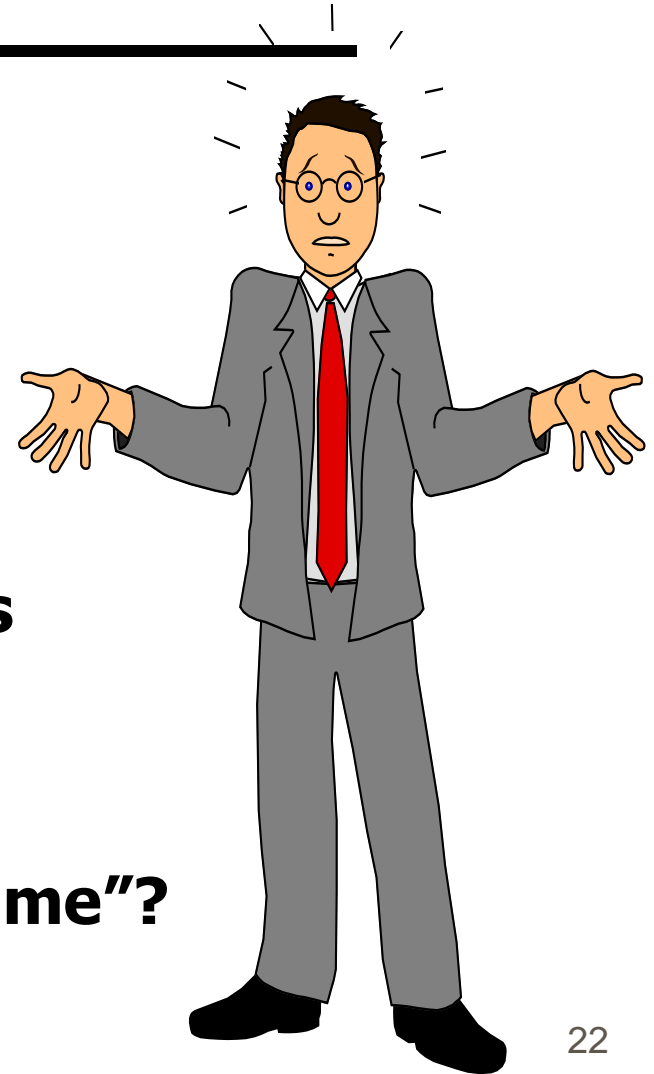
- **If booth is crowded, come back later**
- **Company can talk to 4-5 at a time**
- **Attend at non-peak hours**
 - ❖ **During classes, morning**



Avoid “Open Mouth – Insert Foot” Syndrome



-
- **What part of “No!” do you not understand? Move on!!**
 - **Be Discreet**
 - ❖ **Watch what you tell others about different companies**
 - **Be Consistent**
 - ❖ **Don’t tell different companies different things**
 - **Avoid “Aggiespeak”**
 - **Do you know how to say Excuse me”?**



Bargain Shopping 101



- **Don't wander from booth to booth looking only for "freebies"**
- **Talk to employers BEFORE you load up on goodies**



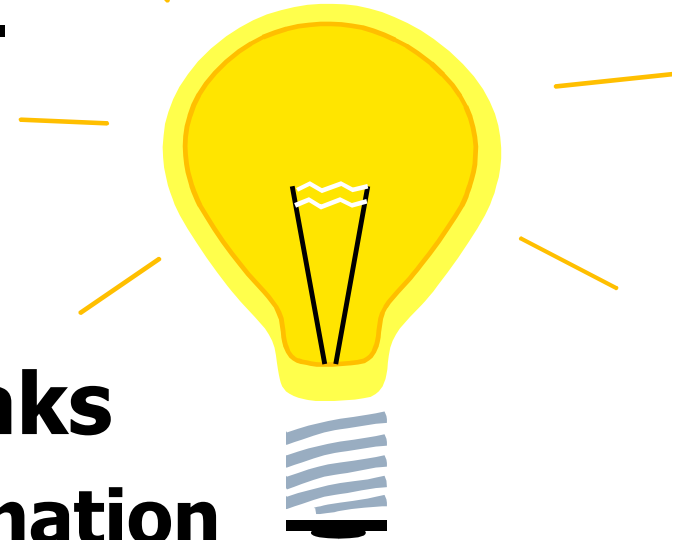
Go the Extra Mile!!!

- **Volunteer**
 - ❖ **Help set-up/take-down booths**
 - ❖ **Help carry boxes**
- **Additional meeting opportunities**
 - ❖ **Attend other events associated with Career Fair**
 - ❖ **Attend company presentations**



Remember Me?

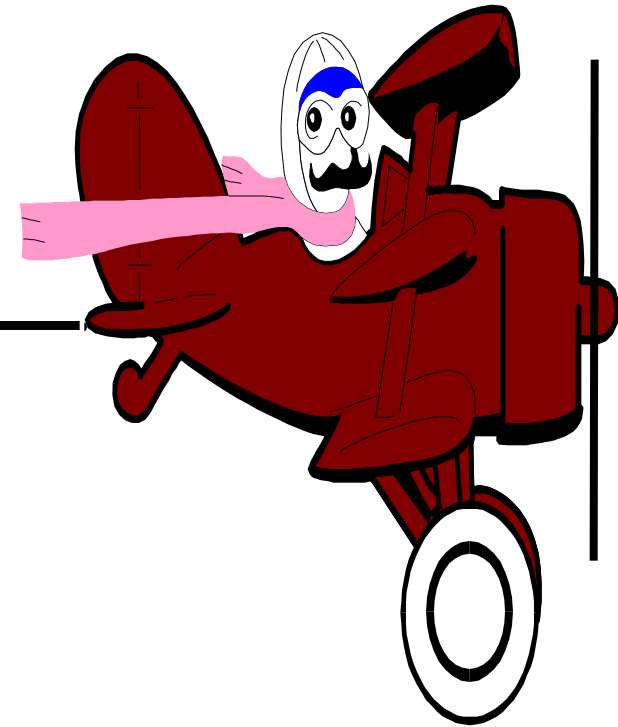
- **Get Business Card**
 - ❖ **At end of conversation**
- **Make notes during breaks**
 - ❖ **Specific details & information**
- **Follow up with a thank you email**
 - ❖ **Within 24 – 48 hours**
 - ❖ **Once a month after that**



ONE LAST THOUGHT...



FIRST IMPRESSIONS
ARE LASTING IMPRESSIONS



ANOTHER LAST THOUGHT...



You Are Being Interviewed...
Informally or Formally

