

Improving Your Odds to Get What You Want...

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Engineering Professional Development



1st-Know What You Want...

- Why Engineering?
- Know Yourself—Strengths, Interests, Goals, etc.
- Industry, Academia, Research?
- Ideal Organization?



2nd-Use a Number of Tools to Get What You Want...

- Co-ops & Internships
- Grades/Coursework, Leadership, Research
- Research Companies & Industry Trends
- Networking
- Variety of Job Search Resources: Company Web Sites, Career Fairs, Job Search Sites, LinkedIn



Engineering Career/Job Fairs

Purpose:

- To explore career paths and companies
- To obtain advice from alumni
- To get your name and resume out to recruiters
- To land an interview

Engineering Career/Job Fairs



Fall Engineering Career Fair

September 19, 2013

Main Lounge, IMU

1:00-6:00 PM

- Nearly 100 companies attending
- Recruiting for December & May Grads and Spring/Summer Co-ops & Interns
- Many interviewing on-campus after fair and holding info sessions

View the Employer Directory at: www.engineering.uiowa.edu/epd



Preparing for the Fair...

- Revise (and proofread) your Resume
- Bring 10-15 Copies to the Fair
- Research Companies Ahead of Time
- Target 5-10 Companies
- Professional Dress
- Prepare 10 Second Intro
 - “I noticed your company is.....”
 - “I have...Experience—Degree—Skills”
 - “I am Looking for....Position—Industry—Location”



Preparing for the Fair (con't)...

- Arrive Early
- Have a Firm Handshake
- Ask Appropriate Questions
- Ask for the Next Step/Best Way to Follow-up?
- Send Thank-You Notes/Complete On-Line Applications



You've Landed the Interview, Now What?

- Research the Organization/Company & Industry
- Be Prepared to Show How You Meet the Organizations' Needs
- Prepare Questions to Ask and Stories that Show Your Strengths
- Prepare to Appear Professional



At the Beginning...

- Create Your Best First Impression
- Arrive ~ 10 minutes early
- Have a Firm and Dry Handshake
- Know the Interviewer's Name and how to Pronounce It
- Maintain Good Posture – Relaxed, not Stiff
- Have a Firm Handshake
- Make Eye Contact – Don't Be Afraid to Relax and Smile

During the Interview...

- Focus on helping the employer to see that you are a good fit for position.
- Share stories that illustrate your skills and characteristics.
- Ask questions that cannot be answered by research.
- End the interview by letting the person know you are interested in the interview and asking what the next step is in their hiring process.



Behavioral Interviewing

The STAR Approach...

S – Situation

T – Task

A – Action

R – Result



After the Interview...

- Immediately write notes after the interview
- Send a thank you—indicating your interest
- Follow-up either by phone or email



Top 10 Qualities Employers Seek

1. Communication skills (verbal and written)
2. Honesty/integrity
3. Teamwork skills (works well with others)
4. Interpersonal skills (relates well to others)
5. Motivation/initiative
6. Strong work ethic
7. Analytical skills
8. Flexibility/adaptability
9. Computer skills
10. Organizational skills



8 Common Job Search Mistakes

1. Relying on one strategy
2. Lack of focus/career objective
3. Failure to identify and use network
4. Targeting only large employers
5. Failure to follow-up
6. Unprofessional materials/appearance
7. Impersonal approach
8. Underestimate time needed to search



You're Almost There, Seal the Deal...

- How soon do I need to accept my offer?
- Can I/should I negotiate?
 - Salary/Overtime
 - Sign-on or Yearly Bonuses/Relocation
- Consider Benefits
 - Vacation/Sick Leave
 - Insurance-Health/Dental/Vision/Life
 - Retirement/401K



Contact:

Engineering Professional Development

3124 Seamans Center, (319) 335-6280

www.engineering.uiowa.edu/epd

Next Steps:

1. Update your Hireahawk.com profile
2. Revise your resume and have it reviewed
3. Look for networking opportunities throughout the semester