

College to Career



Delta Technical Solutions www.dts.net

The Current Job Market, Professional Networking, Job Search Skills

Welcome



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Agenda



Current Market Conditions



Establishing a Professional Network



Getting the Interview

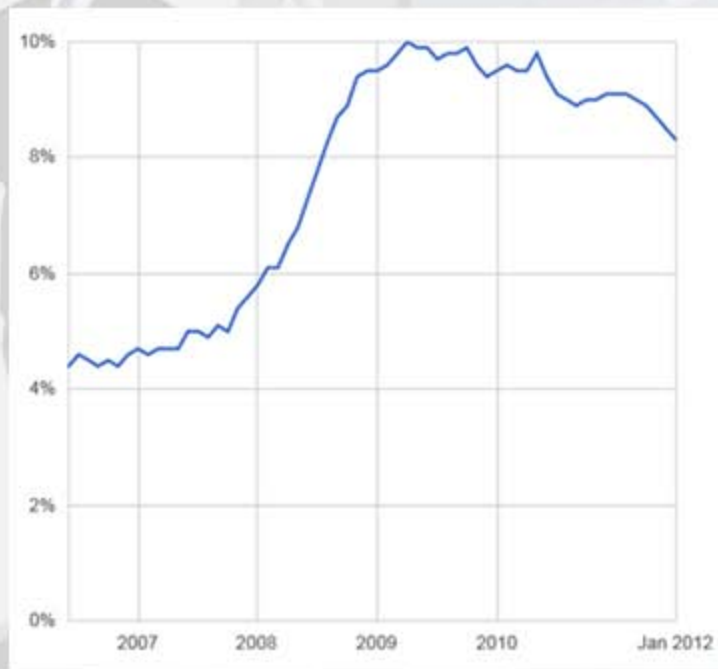


Preparing for the Interview



Questions?

Current Market Conditions



National Unemployment Rates

January 2008: 5.0%

January 2009: 7.8%

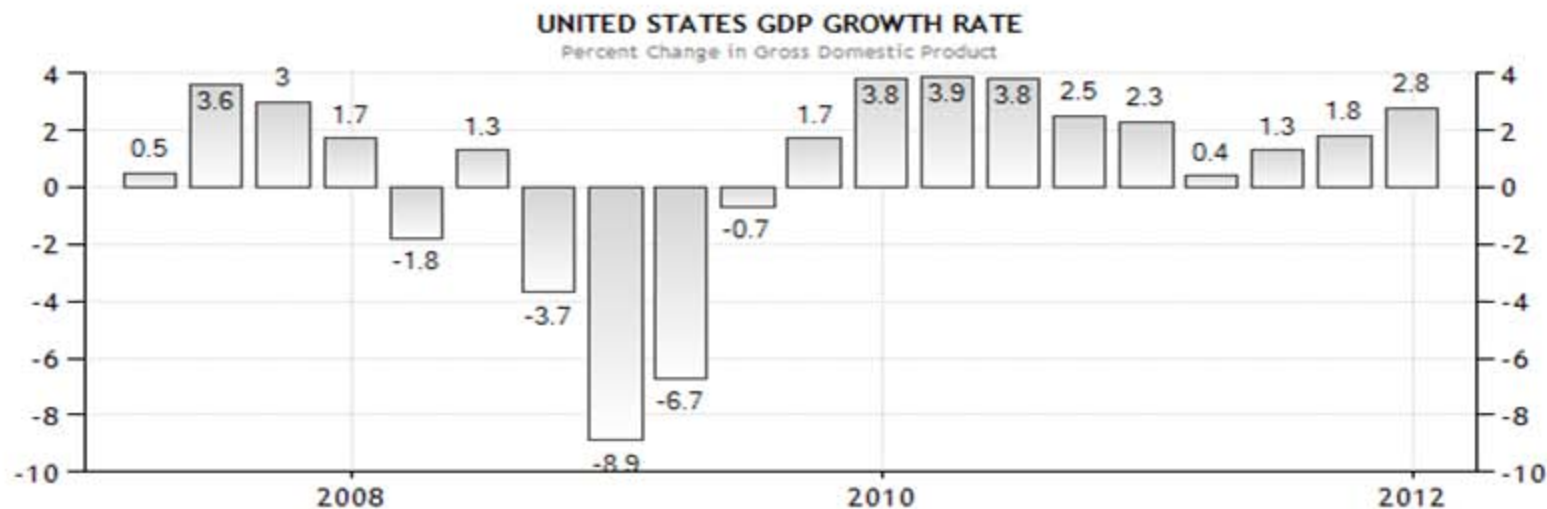
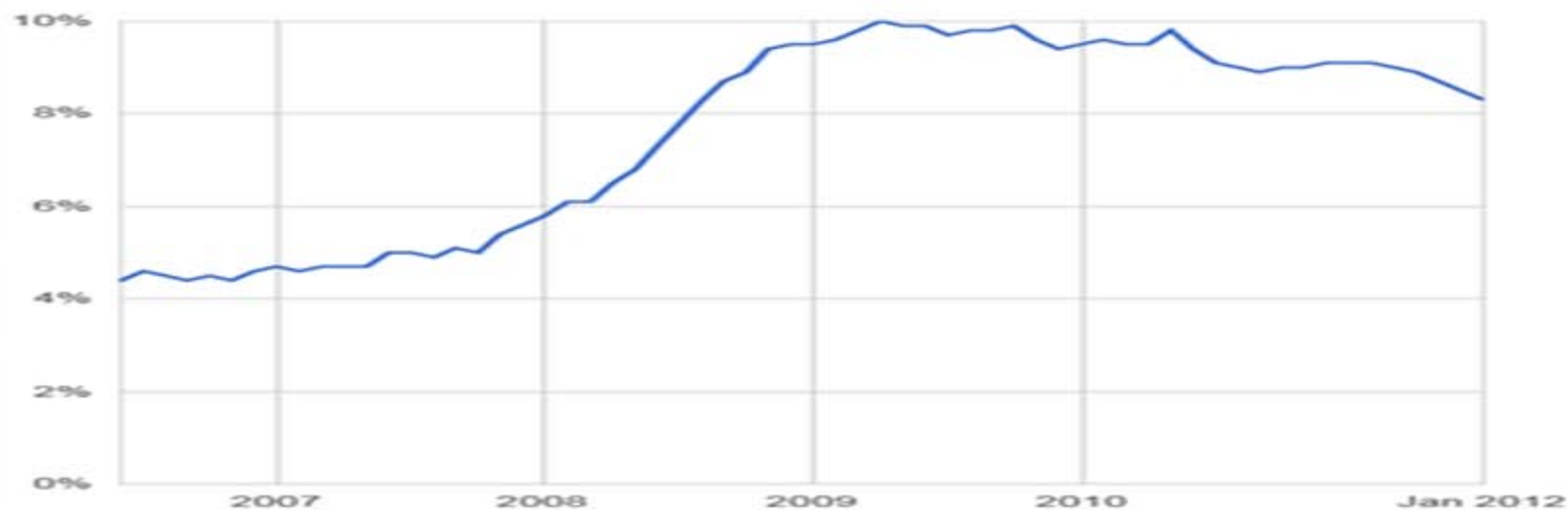
January 2010: 9.7%

January 2011: 9.1%

January 2012: 8.3%

Current Market Conditions

Businesses have gotten better - Doing more with less



Current Market Conditions

Are Companies Hiring Fresh Graduates?

Why Do They Hire Fresh Graduates?

Influx In Work – Hire Temps

Long Term Sustainable Growth – Hire Full Time

What Are They Looking For?

Internships / Co-Ops

Personality

Organized

Technology

Leadership Experience

Meticulous

Energy & Drive

Moldable & Flexible

How Are They Finding Them?

Networking

Establishing a Network

- LinkedIn
- Facebook
- Neighbors, Family, and Friends
- Groups and Associations
- Fraternity / Sorority Alumni
- Professors
- Career Services
- Career Fair

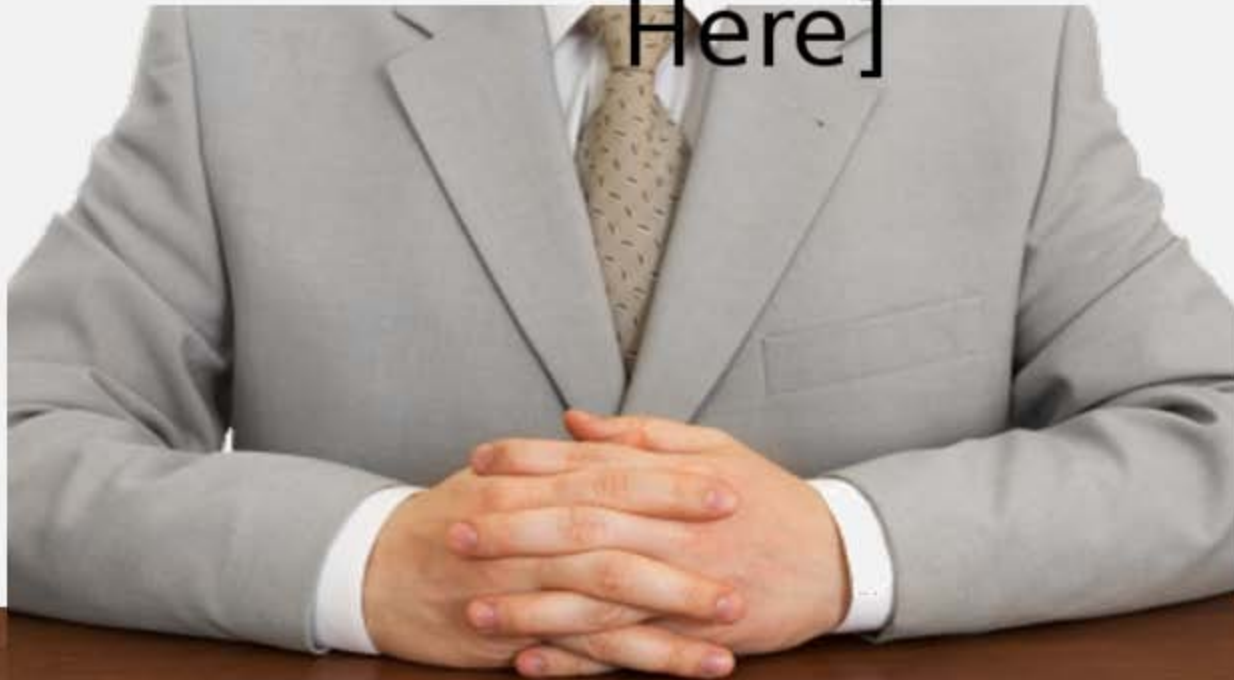
Getting The Interview

BE TENACIOUS AND BE DIFFERENT

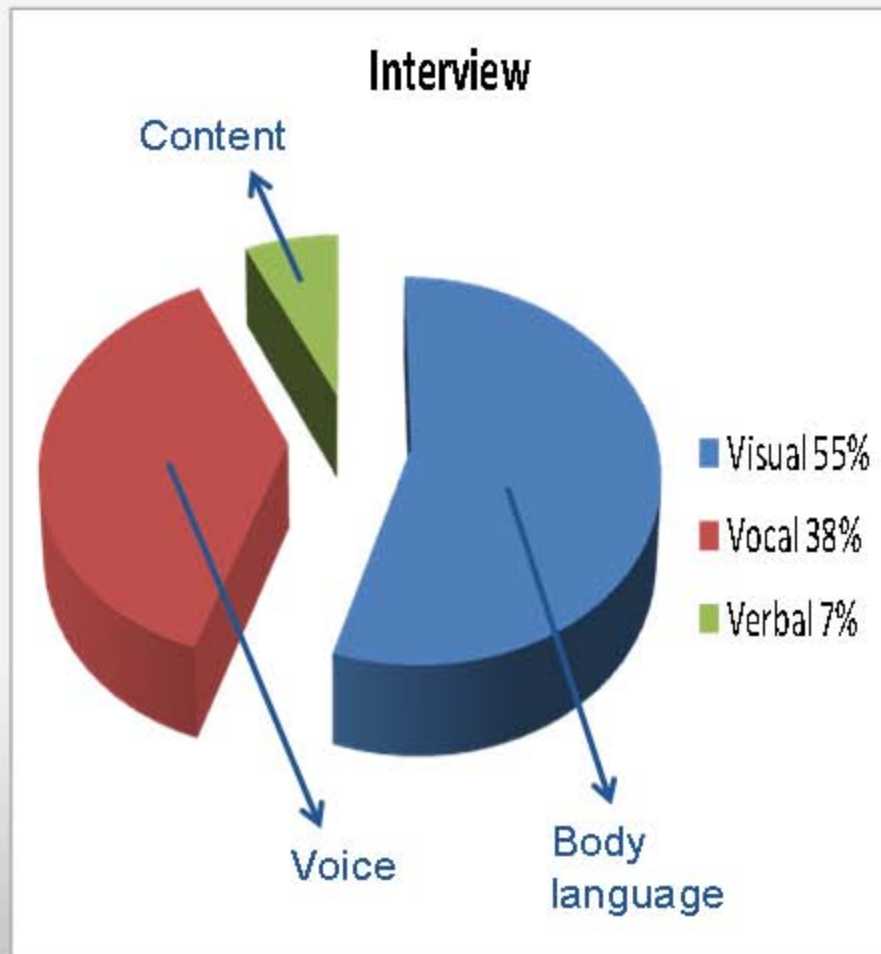
1. Pick an industry
2. Build a list of companies
3. Build a list of contacts (LinkedIn)
4. Call companies and talk to the hiring manager
5. Email resume and follow up with a call

Preparing for the Interview

Your
[Insert Image
Here]



Preparing for the Interview



Understand how people receive communication in an interview:

Visual / Body Language :

55% What the listener sees
Body language, stance, enthusiasm, dress, eye contact, handshake, smile, warmth, friendly greeting and confident approach.

Vocal / Voice:

38% How you say it
Tone of voice, hitting the right spot, flow and confidence.

Verbal / Content:

7% What you say
The content of the message.

Dress for Success Women:

Well tailored suit (skirt or pants)

Navy blue,
charcoal
grey, black

Blouse

Tailored
Cotton, silk
Color to
match suit,
nothing too
loud

✓ Shoes

- o Flats or medium heel
- o No peep-toe



Dress for Success Men:

Well-tailored suit

Navy blue,
charcoal
grey, black

Long-sleeve shirt

Button-down
Solid color
(White or
light blue)

Tie

Small print
or solid
color

✓ Socks

o Dark solid or small pattern

✓ Shoes

o Wing tip or loafers
o Leather




Dress for Success

- ✓ Keep hair nice and neat
- ✓ Nails should be cleaned and manicured
- ✓ Avoid perfume or cologne

- ✓ Wear jewelry that flatters, not overpowers
- ✓ Be cautious of tattoos and piercings
- ✓ Professional looking briefcase or purse, there is no need for backpacks or huge bags!



Preparing for the Interview



RESEARCH

- What are the company's products and services?
- How was the company formed or developed?
- What markets do they support?
- What is the size of the company?
- What are the company's values?
- Take steps to obtain as much information as possible.

Preparing for the Interview

- ☐ Tell me about yourself...
- ☐ What do you know about our organization?
- ☐ Why are you the right person for the job?
- ☐ What are your strengths?
- ☐ Weaknesses or areas of improvement?
- ☐ What values can you add?
- ☐ Your past achievements and examples...?
- ☐ A difficult work problem that you solved?
- ☐ Do you have any questions for us/me?



Preparing for the Interview



“Do you have any questions for us/me?”

- ☐ How soon would I be able to be productive?
- ☐ What type of projects would I be able to assist on?
- ☐ What would be my key objectives for this role in the first 6 months?
- ☐ What opportunities are there for me to utilize and develop my skills further
- ☐ What are the challenges of this role?
- ☐ Do you have any reservation about my ability to do the job?
- ☐ What is expected of me in the first 3 months?
- ☐ What is the next step after this interview?

Interview Do's



- Do your research on the company
- Prepare and practice for the interview
- Be sure you know exactly where it is and how long it takes to get there and where to park.
- Wear an interviewing suit
- Arrive about 15 minutes early. Late arrival for a job interview is never excusable.
- Greet the receptionist or assistant with courtesy and a smile
- Bring at least 5 resumes
- Shake hands firmly- Don't have a limp or sweaty handshake!
- Remember body language and posture: sit upright and look alert and interested at all times.
- Make good eye contact with your interviewer(s)
- Show enthusiasm in the position and the company
- Try to avoid using poor language, slang, and pause words (such as "like," "uh," and "um")
- Turn off your cell phone, not vibrate, turn it off.
- Be high energy, smile and laugh

Interview Don'ts

- Don't smell like cigarettes
- Don't eat or chew gum (bring a water bottle)
- Don't act as though you would take any job or are desperate for employment.
- Don't say anything negative about former supervisors.
- Don't ever lie.
- Don't answer questions with a simple "yes" or "no." Explain. Describe those things about yourself that showcase your talents, skills, and determination. Give examples.
- Don't bring up or discuss personal issues or family problems.
- Don't inquire about salary, vacations, bonuses, retirement, or other benefits until after you've received an offer.



Questions?

