



# c a r e e r c o n n e c t i o n s

*Creating a world of possibilities*

## Careers, Internships & Jobs

November 17, 2011

1:00pm – 4:00pm

Science Center Lobby- Keene State College

Sponsored by Academic and Career Advising

### **Bankers Life and Casualty Company,** Concord, NH ([www.bankerslife.com](http://www.bankerslife.com))

Contact: Christine Loring (603)224-5384 x3203 ([c.loring@bankerslife.com](mailto:c.loring@bankerslife.com))

- Established in 1879, Bankers Life and Casualty Company is one of the largest and most respected insurance companies in the United States. We are seeking individuals who are interested in being part of one of the most respected career sales organizations in the insurance industry.
- Prior sales or account management experience within the insurance industry is preferred but not required. If you are interested in growing professionally within an innovative, highly respected organization, we invite you to explore this excellent growth opportunity. Apply online at [www.bankerslife.com](http://www.bankerslife.com) or call Christine Loring at 603-224-5384 today!
- Presently recruiting for Career Insurance Sales Agents.

### **Barton Associates,** Peabody, MA ([www.bartonassociates.com](http://www.bartonassociates.com))

Contact: Debbie Zabilski (978) 998-6821 x7655 ([dzabilski@bartonassociates.com](mailto:dzabilski@bartonassociates.com))

- **BARTON ASSOCIATES | HEALTHCARE CAREER OPPORTUNITIES**
- Barton Associates is now hiring vibrant, thinking, hardworking, competitive individuals for healthcare recruiter and account manager positions.
- **Not a job. A career.** Barton is a growing company with offices in Massachusetts, Connecticut, and Florida – with more on the horizon. We promote from within and offer the opportunity to build a successful career in a great industry.
- **Robust training.** Barton Associates offers comprehensive ongoing training programs designed to help you continuously improve your skills and develop your career within our organization.
- **Join a great team.** At Barton Associates, you'll be a part of a highly-skilled, hardworking, collaborative, and productive team of professionals committed to growing careers and providing the best service in the industry for our clients.
- At Barton Associates, you'll have the opportunity to work with top medical facilities, physicians, and nurse practitioners to solve critical staffing challenges. Our services are in demand and you'll play a critical role in providing the high level of service our clients demand.

**Bombshelter Records, Productions & Publicity and Roots of Creation (Band)**, New Ipswich, NH

([www.rootsofcreation.com](http://www.rootsofcreation.com))

Contact: Brett Wilson (603) 291-0184 ([rootsofcreation@gmail.com](mailto:rootsofcreation@gmail.com))

- Bombshelter Records, Productions, & Publicity is an all inclusive entertainment company based on a progressive 360 degree business model designed for today's fast paced music industry landscape. The company has released four full length albums and two digital singles worldwide.
- Roots of Creation (Reggae-Rock-Electronic band/Main Client) averages 100-150 shows a year internationally and has performed with artists such as: Slightly Stoopid, Umphreys McGee, Lupe Fiasco & festivals like: Gathering of the Vibes and Camp Bisco.
- Internship opportunities/areas include: Graphic/Web Design, Audio/Video Recording/Editing, Tour/Artist/Business Management, Accounting, Marketing, Social Media, PR/Publicity, Radio Promotion, Street Team/Grassroots Management/Promotion, Digital & CD/Vinyl Distribution, Recording Studio Design/Building (625 sq ft barn), Sponsorships, Non-Profit affiliation & Gift Giving, Booking and Contracting.
- Recruiting for unpaid Internships for college credit with potential for future employment.

**Citizens Bank**, Keene, NH ([www.citizensbank.com](http://www.citizensbank.com))

Contact: Andrew Richardson (603) 352-5051 ([Andrew.k.richardson@citizensbank.com](mailto:Andrew.k.richardson@citizensbank.com))

- Citizens Bank: retail banking, finance, mortgage loan.
- Recruiting across state of NH for various positions primarily: Bank Teller, Banker, Assistant and Branch Managers.

**CityYear New Hampshire**, Manchester, NH ([www.cityyear.org/newhampshire.aspx](http://www.cityyear.org/newhampshire.aspx))

Contact: Vilma Rodrigues-Silva (603) 275-7876 ([VRodrigues-Silva11@cityyear.org](mailto:VRodrigues-Silva11@cityyear.org))

- City Year is a nonprofit organization that believes young people can change the world. More specifically, City Year brings together 17-24 year-olds from diverse backgrounds to complete ten months of full-time service. There are 21 City Year sites across the country and over 2,000 City Year participants serve as tutors, mentors, and role models... making a difference in the lives of youth and transforming schools and neighborhoods.
- We are recruiting for first year corps member positions for August 2012-June 2013.

**CNA**, Chicago, IL ([www.cna.com/careers](http://www.cna.com/careers))

Contact: Basia Casa (312) 822-2299 ([edith.hayes@cna.com](mailto:edith.hayes@cna.com)); Justin Francini (*KSC Alum'08*)

- As the 7th largest U.S. commercial insurer and the 13th largest U.S. property & casualty insurer, we provide insurance protection to more than one million businesses and professionals in the U.S. and internationally. We understand the importance of being where our customers are. Headquartered in Chicago, CNA has offices throughout the U.S., Canada and Europe. In these locations, we work with highly professional independent agents and brokers to ensure our customers receive the personal service and attention they look for in a carrier.
- We are currently seeking candidates for our Risk Control Summer Intern and Trainee (full-time) positions.

**Connecticut River Bank, N.A.**, Keene, NH ([www.crbna.com](http://www.crbna.com))

Contact: Susan Silver & Tim Maney (603) 357-1619 ([ssilver@crbna.com](mailto:ssilver@crbna.com))

- We are a 12 branch commercial, community bank. We have been in existence since 1823. Our staffing needs are constantly changing but there is always opportunity.
- Presently recruiting for Teller, Customer Service Representatives.

**C&S Wholesale Grocers**, Keene, NH ([www.weselectthebest.com](http://www.weselectthebest.com))

Contact: Alexis Putzel (603) 354-7450 ([aputzel@cswg.com](mailto:aputzel@cswg.com)); Stephanie Hansen (*KSC Alum*)

- New England-based C&S Wholesale Grocers is a fast-growing, well-respected grocery distribution firm that occupies a leadership position within the U.S. grocery industry. It is the largest wholesale grocery firm in North America and the 10th-largest privately held company in the U.S. We operate 50+ distribution facilities, located throughout the Northeast and the West Coast and have more than 16,500 employees. C&S is committed to being the lowest-cost and highest-quality service provider in our industry. We expect to achieve these goals through continuous improvement projects, the use of cutting-edge technology, and innovative human resource practices. To ensure that we can meet this challenge, we are seeking intelligent, highly motivated individuals looking to be part of a firm committed to being the best in its class.
- Presently recruiting for Internships.

**Electronic Imaging Materials, Inc.** Keene, NH ([www.barcode-labels.com](http://www.barcode-labels.com))

Contact: Alex Henkel (603) 357-1459 ([Alex@eiminc.com](mailto:Alex@eiminc.com))

- We specialize in labels printed with variable data-like numbers or barcodes or algorithms. We can produce labels that are engineered with a custom material and design-like labels that will withstand harsh chemicals or extreme temperatures or labels in special sets or unique shapes.
- Presently recruiting for the following positions:
  - **Graphic Design, Computer Science, Architecture** – Advanced skills in design programs (i.e., Adobe, Corel, AutoCAD or similar), or data processing programs (i.e., Microsoft Excel, Visual Basic) would be necessary in creating pre-press files and customer proofs. You will be taught the specific requirements of various printing methods and equipment, and will need to be able to create original artwork, or manipulate customer supplied files. AutoCAD (or similar) knowledge will allow the creation of blueprints for the manufacture of rotary (gear driven) label cutting dies.
  - **Sales, Communication, Management** – Intern with our Sales and/or Marketing departments. Data entry for customer service, maintain sample inventory organization, prepare sample packets and mailings, web research. Necessary skills would be accurate typing, familiarity with Microsoft Excel is a plus, but we can train as necessary, and experience using internet search engines.

**Enterprise Holdings**, Londonderry, NH ([www.ehi.com](http://www.ehi.com))

Contact: Kimberly Smith (603) 656-5101 ([Kimberly.m.smith@erac.com](mailto:Kimberly.m.smith@erac.com)) Pam Walker

- Enterprise Holding's, Inc. has again been listed as one of the best places college graduates and young professionals can turn to for a promising career. Again we earned a top ranking in *Business Week's* **“Best Places to Launch a career” 4th year ranking and “Best Internships” ranking**. We have also recently been named one of the “Top Entry-Level Employers” by CollegeGrad.com and “Top College Recruiter” by The *Black Collegian* magazine and top internships by Collegegrad.com.
- Enterprise, which is the leading employer of recent college graduates, has a well-developed Management Training and Internship program that teaches employees how to run their own business. Everyday isn't so much like a workday as it is an MBA crash course. At Enterprise, you'll gain valuable and highly marketable skills in every aspect of business management from sales and marketing and developing a staff to customer service and accounting.
- Presently recruiting for the Management Training Program.

**Fastenal**, Keene, NH ([www.fastenal.com](http://www.fastenal.com))

Contact: Dan Reader (207) 752-1605 ([dreader@fastenal.com](mailto:dreader@fastenal.com))

- Fastenal Company is a leading industrial and construction distributor with over 2,500 locations in the United States, Canada, Mexico and other countries internationally. Since 1967 Fastenal has been a fast-growing company with excellent employment opportunities for career advancement. We strive to help employees reach their full potential in pursuit of our "Growth through Customer Service" mission.
- Presently recruiting for Sales positions.

**Gartner, Inc.** Stamford, CT ([www.gartner.com](http://www.gartner.com))

Contact: Scott Ettl (**KSC Alum**) (203) 316-6045 ([scott.ettl@gartner.com](mailto:scott.ettl@gartner.com))

- Gartner, Inc. (NYSE: IT) is the world's leading information technology research and advisory company. We deliver the technology-related insight necessary for our clients to make the right decisions, every day. From CIOs and senior IT leaders in corporations and government agencies, to business leaders in high-tech and telecom enterprises and professional services firms, to technology investors, we are the valuable partner to 60,000 clients in 11,600 distinct organizations. Through the resources of Gartner Research, Gartner Executive Programs, Gartner Consulting and Gartner Events, we work with every client to research, analyze and interpret the business of IT within the context of their individual role. Founded in 1979, Gartner is headquartered in Stamford, Connecticut, U.S.A., and has 4,600 associates, including 1,250 research analysts and consultants, and clients in 80 countries.

**Intrax Internships Abroad**, San Francisco, CA ([www.intraxinternshipsabroad.com](http://www.intraxinternshipsabroad.com))

Contact: Anya Iverova (440) 478-0547 ([aiverova@intraxinc.com](mailto:aiverova@intraxinc.com))

- Intrax Internships Abroad (IIA) provides exceptional university students and recent graduates with the opportunity to gain professional work experience in top companies overseas. Job functions range from marketing to finance to non-profit management. IIA provides housing, visa support, excursions, insurance, in-country support and professional development training. Please see our website for details: [www.intraxinternshipsabroad.com](http://www.intraxinternshipsabroad.com).
- Recruiting for all internships listed on the website ([www.intraxinternshipsabroad.com](http://www.intraxinternshipsabroad.com))

**JobsInNH.com** [www.JobsInNH.com](http://www.JobsInNH.com))

Contact: Valerie Fillio (603) 434-1694 ([vfillio@myfairpoint.net](mailto:vfillio@myfairpoint.net))

- Largest Job Board in New Hampshire. Currently posting over 1000 jobs. Not hiring. Job seeker support only.

**Len-Tex Corporation**, Walpole, NH ([www.LenTexCorp.com](http://www.LenTexCorp.com))

Contact: James Walker (603) 445-2342 ([JamesW@LenTexCorp.com](mailto:JamesW@LenTexCorp.com))

- Leading manufacturer of green Wallcovering in the United States and the UK.
- Presently recruiting for Manager, Press Tenders, Design Tech, Administration.

**Liberty Mutual Insurance Company**, Keene, NH ([www.libertymutual.com](http://www.libertymutual.com))

Contact: Kristen Tolman (603) 358-3845 ([Kristen.Tolman@LibertyMutual.com](mailto:Kristen.Tolman@LibertyMutual.com))

- Actuarial roles include: Reserving, Financial Reporting, Predictive Modeling, Catastrophe Modeling, etc.
- Recruiting for Actuarial Interns and Actuarial Trainees.
- **KSC Alums** participating: Kimberly Thompson and Ryan Royce.

**Liberty Mutual Group (Peerless Insurance)**, Keene, NH & Boston, MA ([www.Peerless-ins.com](http://www.Peerless-ins.com))

Contact: Brian Prozeller (857) 224-1375 ([Brian.Prozeller@libertymutual.com](mailto:Brian.Prozeller@libertymutual.com))

- “Helping people live safer, more secure lives” since 1912, Boston-based Liberty Mutual Group is a diversified global insurer and third largest property and casualty insurer in the U.S. based on A.M. Best Company’s report of 2010 net written premium. The Group also ranks 82<sup>nd</sup> on the Fortune 100 list of largest corporations in the U.S. based on 2010 revenue. As of December 31, 2010, Liberty Mutual Group had \$112.4 billion in consolidated assets, \$95.4 billion in consolidated liabilities, and \$33.2 billion in annual consolidated revenue.
- Liberty Mutual Group offers a wide range of insurance products and services, including personal automobile, homeowners, workers compensation, property, commercial automobile, general liability, global specialty, group disability, reinsurance and surety. Liberty Mutual Group ([www.libertymutualgroup.com](http://www.libertymutualgroup.com)) employs over 45,000 people in more than 900 offices throughout the world.
- Presently recruiting for Underwriting and Claims.

**Masiello Employment Services**, Keene, NH ([www.masemp.com](http://www.masemp.com))

Contact: Sherryl Bemis (*KSC Alum*) (603) 358-1000 ([sherryl@masemp.com](mailto:sherryl@masemp.com))

- A family owned company established in 1986, Masiello Employment Services is a reputable leader in the employment industry providing employment and staffing solutions to client companies and job seekers. Our innovative spirit, community focus and time-honored integrity set us apart as a full-service staffing agency. Our offices are conveniently located in Northampton, Massachusetts and Keene, New Hampshire.
- Through our four specialty areas, we find talented employees for temporary, temp-to-hire, and direct hire job openings:
  - Professional – management and executive level positions
  - Office – administrative, clerical & support positions
  - Technical – skilled positions in manufacturing & engineering
  - Industrial – manufacturing, distribution & production positions

**New Hampshire National Guard**, Keene, NH ([www.NationalGuard.com](http://www.NationalGuard.com))

Contact: Second Lt. Cory Dix (603)227-1562 ([cdix93@gmail.com](mailto:cdix93@gmail.com))

- The National Guard is a part-time military organization with full-time positions also available. Learn a new skill or sharpen the ones you already have. The National Guard is a great way to pay off school, serve your country, and strengthen your community.
- Presently recruiting for qualified applicants for ROTC or OCS.

**NHPR (New Hampshire Public Radio)**, Concord, NH ([www.nhpr.org](http://www.nhpr.org))

Contact: Scott McPherson (*KSC Alum*) (603) 223-2425 ([smcpherson@nhpr.org](mailto:smcpherson@nhpr.org))

- New Hampshire Public Radio's mission is very clear: To help create a more informed public, one challenged and enriched by a deeper understanding and appreciation of state, national and worldwide events, ideas and culture.
- To that end, we offer the highest quality news and information and cultural programming that we can achieve within the limits of our resources. We do this through our broadcasts and through our web operations.
- We offer internships in News, Digital Media, Talk Show Producing (The Exchange and Word of Mouth), and Production. Interns gain valuable experience producing audio and digital media work, and have the opportunity to have their work broadcast on NHPR.
- Presently recruiting for On-Air Hosts, News Reporter.

**Northwestern Mutual Financial Network**, Manchester, NH ([www.northernnewenglandfinancial.nmfn.com](http://www.northernnewenglandfinancial.nmfn.com))

Contact: Jennifer Keefe (603) 206-6043 ([jennifer.keefe@nmfn.com](mailto:jennifer.keefe@nmfn.com)) & Matthew Toepfer (603) 206-6093

- The Northwestern Mutual Financial Network is made up of numerous financial representatives, advisors, and specialists. As a team, we develop innovative strategies and create personalized solutions to help our clients achieve their financial goals.
- Our dedicated and values-driven professionals help their clients attain financial security for their families and businesses, with access to products and services of a world class company. For over 150 years, we've been making a difference for the people we serve.
- Presently recruiting for College Financial Representative (Intern), Public Relations and Recruiting Intern and Financial Representative (full-time)

**PC Connection, Inc.**, Keene, NH ([www.pcconnection.com](http://www.pcconnection.com))

Contact: Katherine Thomas (KSC Alum) ([kthomas@pcconnection.com](mailto:kthomas@pcconnection.com)) and Stephanie Jangraw ([sjangraw@pcconnection.com](mailto:sjangraw@pcconnection.com)) (603) 683-2975

- PC Connection, a leading provider of information technology solutions to small and medium-sized businesses nationwide, is currently seeking motivated, proactive sales individuals to join its Corporate Inside Sales Team.
- Currently recruiting for Account Managers which is an inside sales position.

**Peace Corps**, Boston, MA ([www.peacecorps.gov](http://www.peacecorps.gov))

Contact: Stacey Ann Ferguson (617) 565-5548 ([sferguson2@peacecorps.gov](mailto:sferguson2@peacecorps.gov))

- Peace Corps is a 27 month, overseas, all expenses paid experience that will provide you with personal and professional growth. Volunteers serve in over 70 host countries around the world on projects in youth and community development, education, health, business, information technology, agriculture and environment. Qualifications are based on experience, education, and language skills.
- Peace Corps volunteers receive three months of training; round trip transportation overseas; a monthly living allowance; full medical/dental coverage; federal student loan deferment, 24 vacation days per year, a readjustment allowance of \$7,425 (before taxes) at the close of 27 months of service, eligibility for federal jobs, and grad school benefits [www.peacecorps.gov/gradschool](http://www.peacecorps.gov/gradschool).
- The Peace Corps is currently recruiting for the following skill areas: youth and community development, education, health, business, information technology, agriculture and environment.

**Renesys**, Hanover, NH ([www.renesys.com](http://www.renesys.com))

Contact: Doug Madory (603) 643-9300 x115 ([dmadory@renesys.com](mailto:dmadory@renesys.com))

- The Research Intern will perform analysis of global Internet routing and related data to derive models of the Internet's organizational structure. Work will be performed using a variety of proprietary and off-the-shelf data analysis tools.
- Presently recruiting for Computer Science Intern.

**Residential Resources, Inc.**, Keene, NH ([www.resresources.com](http://www.resresources.com))

Contact: Mary Lynch (603) 357-3737 x14 ([mlynch@resresources.com](mailto:mlynch@resresources.com))

- Residential Resources, Inc. provides services to individuals with developmental and acquired disabilities. Founded on a philosophy that emphasizes valued social roles for everyone, we offer supports for people as they strive to live independent, meaningful and participatory lives in the community. Direct Support Professionals are key members of a team that will provide guidance, supervision and teaching with daily living, social and vocational skills and personal care for the individuals we support.
- Presently recruiting for Direct Support Professionals.

**Sherwin Williams**, Manchester, NH ([www.sherwin-williams.com/](http://www.sherwin-williams.com/))

Contact: *Matthew Koener* (603) 623-7743 ([matthew.koener@sherwin.com](mailto:matthew.koener@sherwin.com))

- Founded in 1866 Sherwin-Williams is one of the world's leading companies engaged in the manufacture, distribution and sale of coatings and related products to professional, industrial, commercial and retail customers. We are recognized among Fortune Magazine's "100 Best Companies to Work For" and rated by Forbes.com as one of "America's Top 100 Trustworthy Companies." Sherwin-Williams operates over 3,000 company-owned stores and wrapped up 2007 with sales of \$8 billion. With an internal promotion rate of over 90%, the Management Training Program is the perfect way to begin a long and successful career.
- Presently recruiting for Management Trainee and Paid Internship.

**Skanska USA Building, Inc.**, Boston, MA ([www.skanska.com](http://www.skanska.com))

Contact: *Lindsay Buzzell* (617) 574-1428 ([Lindsay.buzzell@skanska.com](mailto:Lindsay.buzzell@skanska.com))

- Working in Boston and New England since 1946, Skanska is a full-service development and construction management company, bringing customized real estate solutions to clients in the institutional, life science and commercial sectors throughout New England. A leader in quality, sustainability, safety and business.
- Presently recruiting for Internship positions – Spring 2012.

**Stay Work Play**, Manchester, NH ([www.stayworkplay.org/](http://www.stayworkplay.org/))

Contact: *Kate Luczko* 9603) 860-2245 ([kate@stayworkplay.org](mailto:kate@stayworkplay.org))

- The goal of Stay Work Play NH is to expose more young people to the advantages of remaining in or returning to New Hampshire. The overall effort builds off the work of the University System of New Hampshire (USNH) and partnering organizations that established the 55% Initiative in 2007. This effort set a goal of encouraging at least 55% of the new graduates to stay compared to approximately 50% who currently stay.
- Our Mission Statement: "To work collaboratively across New Hampshire to support ongoing economic, workforce, and community development by promoting the state as a favorable place for young workers and recent college graduates to stay, work and play, when considering employment and lifestyle opportunities."
- Presently recruiting for an Intern.

**Stonewall Farm**, Keene, NH ([www.stonewallfarm.org](http://www.stonewallfarm.org))

Contact: *Alan Bettler* (603) 357-7278 ([abettler@stonewallfarm.org](mailto:abettler@stonewallfarm.org))

- Stonewall Farm is an educational working farm whose mission is to connect people to the land and local agriculture. The Farm is an excellent place to grow and learn useful life and career skills with its welcoming atmosphere and inspiring natural beauty. Interns work in the various departments (education, garden, dairy) gaining valuable hands on skills as well as development in leadership and communication skills. Summer camp counselors work with groups of children guiding them throughout the farm in fun and explorative farm activities.
- Presently recruiting for Educators (per diem), Summer Camp Counselors and Volunteers.

**Student Conservation Association**, Charlestown, NH ([www.thesca.org](http://www.thesca.org))

Contact: *Mike Maher* (*KSC Alum '72*) (603) 504-3279 ([mmaher@thesca.org](mailto:mmaher@thesca.org))

- The Student Conservation Association is a national non-profit organization providing conservation related, expense-paid internships to college students and recent graduates in fields ranging from Archeology to GIS Mapping to Resource Management to Zoology. Internships are full-time 40 hour per week residential programs in National Parks, US Fish & Wildlife Refuges, National Forests and other

publicly managed lands located in all 50 states and last 3 to 12 months. Benefits include housing, transportation, weekly living allowance, and eligibility for an AmeriCorps Education Award.

- Presently recruiting for Conservation related Internships.

**Timken**, Keene, NH ([www.Timken.com](http://www.Timken.com))

Contact: *Becky Fonda (KSC Alum) (603) 355-4533 ([rebecca.fonda@timken.com](mailto:rebecca.fonda@timken.com))*

- Manufacturing. Areas of internship opportunity are Safety, Finance, HR, Engineering and Supply Chain.
- Presently recruiting for Customer Service, Facility Security Officer, Shipping/Receiving and Operative positions.

**UMass Medical School**, Shrewsbury, MA ([www.umassmed.edu](http://www.umassmed.edu))

Contact: *Beth McNutt and Cheryl Millett (508) 856-5260 ([Cheryl.millett@umassmed.edu](mailto:Cheryl.millett@umassmed.edu))*

- At the University of Massachusetts Medical School, we take seriously our mission to serve the people of Massachusetts. We do this by achieving national distinction in health sciences education, research and public service.
- In the area of research, UMMS has achieved world-class status. Research is conducted in the laboratory, ambulatory clinic and at the bedside, contributing significantly to medical science and to the state's economy, as well as enhancing our ability to attract outstanding faculty members for all three schools. Extramural research funding totals over \$174 million, placing UMMS in the top 40 among the nation's medical schools in funding.
- We offer highly competitive salaries based on experience; an excellent benefit package including generous time-off policies, 13 paid holidays, health, dental and vision coverage; tuition benefits for employees and family members at other UMass campuses and at state and community colleges; state retirement; 403(b) and 457 plans; 529 college education plan; Dependent care assistant plan and a Health care spending account program.
- Presently recruiting for environmental health and safety technicians.

**United States Marine Corps Officer Program**, Durham, NH ([www.marineofficer.com](http://www.marineofficer.com))

Contact: *Captain Jack Webb (603) 868-6483 ([john.webb@marines.usmc.mil](mailto:john.webb@marines.usmc.mil))*

- The United States Marine Corps is looking for a few good men and women who want to become leaders in the world's finest military organization. Any fully enrolled student who has earned a cumulative GPA of 2.0 or higher and scored above 1000 on the SAT or 24 on the ACT is eligible to apply. Selected freshmen and sophomores attend Platoon Leaders Course in Quantico, VA for two increments of six weeks during their summer break and juniors attend one ten week session. Seniors attend one ten week session of Officer Candidates Course after graduation. All who successfully complete the training will be offered a commission as a Second Lieutenant. If you think you have what it takes to lead America's Marines please stop by.
- Presently recruiting freshmen through juniors for the Platoon Leaders Course and seniors for the Office Candidate Course.

**Walmart**, Keene, NH ([www.Walmart.com](http://www.Walmart.com))

Contact: *Melanie Davis (603) 357-7200 ([dbmelan@wal-mart.com](mailto:dbmelan@wal-mart.com)) and Cia Kyrousis (KSC Alum) ([emkyrou.s93549@stores.us.wal-mart.com](mailto:emkyrou.s93549@stores.us.wal-mart.com))*

- Walmart is the world's largest retailer. It is built on a foundation of fundamentals and simple values. Our philosophy is that Our People Make the Difference. We offer opportunities for growth within the company and know our associates often suggest the best ideas for our future growth and success. Our internship program allows the intern the opportunity to apply their college education to "real world" practical situations in the retail business. It starts the intern on a possible career path with Walmart.
- Presently recruiting for Assistant Store Managers.

## ***TIPS FOR A SUCCESSFUL JOB/CAREER FAIR***

### **❖ RESEARCH**

Prior to the Job Fair, read through the directory of participating employers (if available) for information about organizations recruiting at the event. Do your homework. Visit their websites to learn more about the organizations, job opportunities and company culture. Use search engines (i.e., Hoovers.com.; Guidestar.com; Google.com for recent news, etc.) Network with KSC alumni, parents, friends who may be familiar with these organizations.

### **❖ DRESS FOR SUCCESS**

Be certain to dress professionally for the event. Information is available on the Academic & Career Advising website for appropriate dress for men and women. [www.keene.edu/aca/Dress\\_for\\_Success.pdf](http://www.keene.edu/aca/Dress_for_Success.pdf)

### **❖ RESUME**

Make sure you bring plenty of copies of your resume. If you do not have a resume prepared in time for the career event, mail one to the organization's representative, along with a cover letter, referring to your meeting at the Job/Career Fair.

### **❖ CAREER CENTER**

Check with Academic & Career Advising in Elliot Center for help with resumes and assistance with how to speak with employers at a Job/Career Fair.

### **❖ INTRODUCTIONS**

Politely introduce yourself to the recruiter (remember: handshake, eye contact, smile) and indicate your degree program and academic year. Mention that you've researched their organization and that you'd be very interested to learn more. Indicate if you are looking for an internship, job or career opportunity. Never ask "What does your company do?" or "What jobs does your company offer?" since you should know this through your research or through the information in the Company Directory for the event.

### **❖ ASK QUESTIONS**

Inquire as to the recruiter's name and position within the organization represented. Ask: "What is the hiring process?"; "What are you looking for in an employee?" Ask specific questions about the organization, goals, products, recent events.

### **❖ GET CONTACTS**

When the meeting is over, ask whom you should contact to set up a more in-depth interview. Confirm that the address and phone number in the directory are appropriate for follow-up contacts.

### **❖ ORGANIZE**

Before going to another table or booth, make some notes in your notebook or the directory regarding the organization. Check your calendar - Are you supposed to call somebody next week? Does this sound like the opportunity of a lifetime? Did you remember to pick up the recruiter's business card?

### **❖ FOLLOW UP**

Go over your notes and plan when and how to follow-up on the contacts you made at the fair. Are you going to send a letter with another copy of your resume or a completed application? Are you going to call someone next week? Employers gauge level of interest through follow-up efforts. Make a plan of attack and go for it!

**PREPARATION AND RESEARCH ARE THE KEYS TO SUCCESS WITH ALL JOB/CAREER FAIRS!**