



# The Quest

The ECU Student Career Newsletter

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## The Career Center

### Location

701 E. Fifth Street

328-6050

800-391-0506

[www.ecu.edu/e3careers/](http://www.ecu.edu/e3careers/)

Located on the corner of Fifth and Jarvis Street, East Campus

### Hours

M-F, 8:00 am – 5:00 pm

Appointments may be made for Career Advising, Resume Critiques, Mock Interviews, and various other services offered by The Career Center

## Fall Career Fair... NEW LOCATION!

The annual fall **Career Fair** at ECU will be held on Thursday, **October 4th**, 2007 from 10 a.m. until 2 p.m. at the **Greenville Convention Center and on the West campus in the new Health Sciences building**. In recent years, the fall career fair has grown so large that we need to move the event to the convention center. The health related employers will still be on the west campus in the new Health Sciences building, just as it was last year. This year we expect more than 180 organizations and over 400 recruiters to attend this event to interact with students and alumni. Special busses will be available to take you to the Convention Center.

In order to plan effectively for the Career Fair, students should:

- ♦ Have their resume critiqued by a Career Center Career Coach
- ♦ Make many copies of the perfected resume to distribute at the fair
- ♦ Develop a Power Greeting or a standard way of introducing yourself to employers
- ♦ Buy/wear a good suit
- ♦ To get the most out of the fair, be prepared to stay until you have talked with every employer that interests you. See what every employer has to offer YOU!

Check out the list of employers attending the fair at: [www.ecu.edu/e3careers/attending\\_fallfair.asp](http://www.ecu.edu/e3careers/attending_fallfair.asp)

Additional information on interviewing, power greetings and resumes, can be found at [www.ecu.edu/e3careers/forstudents.virtualhandoutcart.asp](http://www.ecu.edu/e3careers/forstudents.virtualhandoutcart.asp)

To find out more information about the services available through The Career Center, visit our website at [www.ecu.edu/e3careers/](http://www.ecu.edu/e3careers/).

## Putting Your Best Foot Forward

Rewrite/update/re-work your resume to reflect your current career objectives. Remember that your resume speaks volumes about you, particularly if you're looking to shift gears into a new field in which you have no directly applicable experience. Be sure to note your skills and capabilities, the personal qualifications that you will bring to a job rather than industry-specific experience. And, emphasize transferable skills such as leadership, flexibility, teamwork, and problem-solving. Also, be sure to highlight prior measurable/demonstrable accomplishments.

Use your cover letter as an effective tool to shed light on why you want to enter a new field. Quickly recap the research you've done to prove that you're not making a rash decision. You need to illustrate that you're committed to this change and that you can step in and contribute to the company immediately.

Regardless of what you say and write, be professional at all times.

Source: © [The Career Exposure Network™](http://www.ecu.edu/e3careers/)

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### Upcoming Events

For a list of upcoming events sponsored by the Career Center, please visit: <http://www.ecu.edu/e3careers/calendar.main.asp>

# Selling Yourself at The Career Fair

## Being the ripest cherry for the picking

Wendy J. Terwel, Career Coach

MILWAUKEE, WI -- In the employment world, "cherry picking" is when an employer is very specific with candidate requirements and interviews only those whose skills are an exact match. This practice is more prevalent with firms paying placement agencies a fee for finding the right candidate. "Our clients are really buckling down on who they will look at from us. They only want very top talent in order to pay a fee," said one recruiter.

One way to combat this phenomenon is to customize your resume for each job you apply for - clarifying and highlighting your skills that match the job description well. Perhaps you can even use some of the same language as you found in the job description.

Professional recruiters also suggest that face-to-face interaction is a way to overcome cherry picking. "I would recommend that (job seekers) network like champs with their acquaintances, professional organizations, past employers, recruiters, service organizations.... And they should not discount the opportunities that can arise from Temp and Temp-to-Perm (contract) projects," said one executive recruiter.

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## Top 10 Recruiters on College Campuses

Be on the lookout for these top entry-level recruiters at the Fall Career Fair:

**1. Enterprise Rent-A-Car**

*Projected entry-level hires in 2006: 7,000*

**2. Lockheed Martin**

*Projected entry-level hires in 2006: 4,400*

**3. Walgreen Company**

*Projected entry-level hires in 2006: 4,300*

**4. PricewaterhouseCoopers**

*Projected entry-level hires in 2006: 3,817*

**5. Deloitte & Touche USA LLP**

*Projected entry-level hires in 2006: 3,500*

**6. Ernst & Young**

*Projected entry-level hires in 2006: 3,400*

**7. Schlumberger**

*Projected entry-level hires in 2006: 3,000*

**8. U.S. Department of Agriculture**

*Projected entry-level hires in 2006: 3,000*

**9. Hertz**

*Projected entry-level hires in 2006: 2,500*

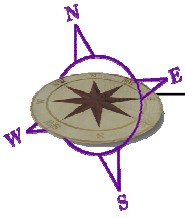
**10. KPMG**

*Projected entry-level hires in 2006: 2,240*



Students hoping to cash in on one of these positions should be sure their résumés accurately reflect their experience. According to CareerBuilder.com, nearly one-in-four hiring managers view relevant experience as the most important factor when evaluating an entry-level candidate.

Adapted from: [www.careerbuilder.com](http://www.careerbuilder.com)



## Internships: What's the point?

### Recent Poll by CareerExposure.com Finds 94 Percent of Employers Offer Full-Time Positions to Interns

The poll equally attracted women and men, who offered their perspectives on the essential career skills developed during their internship experience. More than 95 percent of the respondents polled stated that their internship helped to accelerate their career, as it provided an opportunity to obtain relevant work experience and make connections in their industry of choice.

Respondents overwhelmingly agreed that internships provide real-world experience regarding a respective industry and/or organization, allowing interns and employers to determine a fit prior to making an official commitment. Interns have the opportunity to differentiate themselves from the pool of recent college graduates seeking employment, while organizations can incorporate new ideas interns contribute based on their recent learning.

Interns who responded to the survey offered their advice to employers on creating the perfect internship. Their top three tips include:

- 1. Connect interns with mentors:** Make sure that every intern has a specific contact within the company to help them successfully navigate the corporation quickly and effectively. Remember, interns are only at the company for a short time.
- 2. Be clear on expectations:** From day one, make sure the interns know what is expected of them during the internship and how they fit into your organization. And, as the internship comes to an end, take the time to debrief them so you both know if they met the mark.
- 3. Make the most of the internship:** Keep in mind that an internship should benefit your organization, as well as the career development of the intern. Assign meaningful projects that allow the intern an opportunity to make a contribution and offer up a fresh perspective to provide a greater benefit to your organization.

Additional resources to enhance recruiting initiatives can be found at CareerExposure.com, providing employers with the latest tools they need to manage the recruiting and hiring lifecycle. Article taken from: [http://www.careerexposure.com/resources/resources\\_internship.jsp](http://www.careerexposure.com/resources/resources_internship.jsp)

## Looking for a part-time job? Need to earn some extra money? Then log onto Career Connections!

**Career Connections** is a new online job database that helps students connect with both campus departments and local businesses seeking part-time workers. To access Career Connections, go to [www.ecu.edu/e3careers/](http://www.ecu.edu/e3careers/) click on "**Career Connections**". If you are already registered with The Career Center you can enter your pirate id and password. If not, go to "**click here to register**" under the student login area and follow the prompts.

Once your account has been created, you can begin your search by selecting "**Job Search**" on the menu bar. Under "**Position Type**" in the job search screen, select the specific type of position(s) you are looking for (Work Study, Self-Help, Part-time Off-campus, Graduate Assistant, etc...) and then click "**Search**". Descriptions of each position type are available in the "**Resource Library**" located on your Career Connections homepage.



### Career Quotes to Live By:

**"Trust not what  
inspires other members of society to choose a career."**