Career Fair Success Tips for International Students

Northeastern University
Career Development
By the end of the workshop you will:

- Know how to research organizations at the career fair
- Understand proper dress / attire for the fair
- Feel more confident introducing yourself to employers at the career fair
- Know how to research companies at the fair that may hire international students
Overview

1.) What Employers Expect

2.) How to Prepare/Research

3.) How to Present/Introduce Yourself

4.) How to Follow Up
What to expect at the Career Fair

- 250+ employers, 2,500+ students

- Networking opportunities
  - Learn about companies
  - Make connections/Build relationships
  - Make a lasting impression

What to expect at the career fair

Thursday, February 4 | 12 PM - 4 PM
Where: Cabot Cage and Solomon Court
(check out both locations to meet employers)

**TIP:** The fair ends at 4PM. Employers may **negatively** remember you if you keep them past the designated time. Please be considerate of their time.
What Employers Expect

- Companies want to share information with students about their organization in a centralized format.

- Showcase roles and opportunities and provide more detailed information beyond their website.

- See who makes an impression!

- Everything You Do Makes an Impact—Positive or Less Favorable.

Employer Perspective at Career Fairs
How to Prepare: Research Employers

- Know What the Employer Does
- Primary Products and/or Services
- Use LinkedIn to Learn about Dept. Employees
- Stock price if you’re in Finance or Economics
- Basic Industry Information including Competitors
- Company’s website and Department’s website
- Why the Organization and Department Interests You
Resources: Research Employers

- Company Website
- Use Google
- Use Glass Door
- www.linkedin.com
- CareerSearch
- Better Business Bureau
- Riley Guide, WetFeet.com

Tip: See Two Great Articles:

- Company Research 101
- Job Search (Research) Mistakes To Avoid
Research Employers Who Hire International Students

- Download and PRINT the Career Fair Brochure (located in the Career Fair section of the Career Development website). For now, check the list of registered employers.

- MyVisaJobs

- A Critical Research Goal: Know which companies are open to recruiting international students

- Have your A, B, and C list of employers already mapped out!

*There will be no printed brochures available at the Career Fair!!!*
How to Handle Your International Student Status

There are 4 types of companies:

1. Don’t and won’t
2. Do and will: they’ve done it before and will do it again
3. Never done before and not sure: they might be open to it
4. Have done it for certain positions: they will consider it based on the position

ADVICE: Do your research!
- Going Global
- My Visa Jobs
- Attend the H1B Workshop

When and how do you bring OPT or an H-1B up? Attend the Meet Up this Friday at the ISSI, 405 Ell
PROFESSIONAL APPEARANCE

• Business Suit
• Shirt / Tie
• Shoes / Socks
• Jewelry
• Hair / Nails
• Make-Up
• Padfolio

Turn off your cell phone!
Women’s Attire

Proper Attire

Avoid!

Do’s

Don’ts

Northeastern University
Career Development
Men’s Attire

Proper Attire

AVOID! AVOID! AVOID!

Northeastern University
Career Development
FRAGRANCE-FREE ZONE
Confident Introductions

- Employers typically form a lasting impression within the first few minutes. Begin the interview with:
  - a firm handshake and good eye contact
  - a warm smile and confident introduction
  - a sense of enthusiasm and confidence!

- Be ready to answer the opening question
  - Tell me about yourself
  - Why are you interested in our company
Sample Elevator Speeches

Short Do's and Don’ts
http://www.youtube.com/watch?v=zyrRuVAJLas

Two Sample Career Fair Introductions:
http://www.youtube.com/watch?v=QPNYy-7QFG8
http://www.youtube.com/watch?v=4Lt75KdVi5A
(Career Fair Intro: 2.57-3.09)
My name is ________, and I am a (senior, Masters student, sophomore) in ___________. (field/major).

I had a few questions and I was excited to see that xyz company was going to be here at the Career Fair today.

I am interested in (x) position at ____________ (Company name) because... (show your company research). My skills are in ________

OR:

Company X interests me because...) I noticed that you don’t currently have a position posted, but I’m wondering if there may be any opportunities coming down the pipeline that would suit my skill set.

Would you be open to taking a look at my resume since it will provide a fuller picture of my background and experience. I’m very open to advice as well if I can strengthen it to be a better candidate for xyz company.
Practice Your Elevator Speech

- Take a few minutes to construct your elevator speech
- Find a partner
- Shake their hand
- Deliver your speeches to each other
- What did your partner do well? What could your partner improve on?
- Remember to practice your speech with your peers – and be sure to speak in a clear and moderate pace.
- Your elevator speech should not be longer than 60 seconds.
1.) Ask companies and organizations which skills and key words you should be using

2.) Ask the companies you talk to for guidance on how to best be proactive so that it culminates in an interview.

3.) Get a sense of their timeline for the process.

4.) Ask if your background looks like it might be a fit for the position.

5.) Ask about other positions in the pipeline if they know that info

6.) what you could do now to stand out more if you’re not yet a senior and applying for a specific position.
Final Tips

1.) Get information about next steps and how they suggest you follow-up.

2. )We understand this is a new experience for many people in the room.

3.) Remember to show them your research in your pitch.

4.) No food, no coffee/drinks- you can’t really shake hands, talk and connect if you’re drinking and eating

5.) Plan to come earlier than you think you need to as the fair ends promptly at 4 pm
Follow Up & Follow Through!

After the Fair:

• Within 24 hours, **write a thank you note (email)**
  • Did you follow through on employers’ suggestions?

• This is an opportunity to add, enrich, reinforce your interest and qualifications!
Additional Questions?

Additional Programs

Career Fair Success Tips (An Employer Panel)

H-1B Visa Basics, Attorney Iandoli

Thank You And Good Luck a week from this Thursday!
Additional Resources

http://www.youtube.com/watch?v=_CpYDAMpZ6U
Career Fair Tips from Employers (approximately 5 minutes)

http://www.youtube.com/watch?v=RhW8rz6gjEA
Employer perspective on Career Fairs (approximately 2 minutes)

http://www.youtube.com/watch?v=RNFZf0CmkRc
Vault career fair

http://www.youtube.com/watch?v=tuCOi9ztyb0
Humorous look at Career Fairs (a “shark”)

http://www.youtube.com/watch?v=4BMWP03JY0c
Follow up

http://www.careerrocketeer.com/2011/05/5-job-hunt-research-mistakes-you're-making-and-how-to-avoid-them.html (Article)