

CAREER INSIDE TRADING – A Few Secrets to Get the Best Return on Your Job Search Investment

**Keynote Presentation by
Jess Stinson, Senior Consultant
Century Associates Executive Search**

2013 Career Day at the ChemShow, organized by the AIChE,
Metro New York Section (www.aiche-metrony.org)

610-874-1986 (W/HO)

215-732-4311 ext. 16

610-291-1914 (cell)

jess@centuryassociates.com

<http://www.linkedin.com/in/jessstinson>

CAREER PATHS AND THE EMPLOYMENT OUTLOOK

WHERE DO YOU LOOK?

- **Chemical engineering graduates use principles of chemistry, biology, physics and other engineering and technical disciplines in industries such as:**
 - ❖ **Paper and pulp**
 - ❖ **Chemical**
 - ❖ **Petrochemical**
 - ❖ **Semiconductors**
 - ❖ **Pharmaceutical**
 - ❖ **Textile manufacturers**
 - ❖ **Consumer**

- **Other graduates choose careers with government agencies or consulting firms that specialize in environmental regulations, pollution controls, microelectronics, and biotechnology.**

INDUSTRIES WITH THE HIGHEST LEVEL OF EMPLOYMENT

Industry	Employment <u>(1)</u>	Percent of industry employment
<u>Architectural, Engineering, and Related Services</u>	5,560	0.43
<u>Basic Chemical Manufacturing</u>	4,240	2.96
<u>Scientific Research and Development Services</u>	3,310	0.52
<u>Resin, Synthetic Rubber, and Artificial Synthetic Fibers and Filaments Manufacturing</u>	2,110	2.31
<u>Petroleum and Coal Products Manufacturing</u>	1,890	1.70

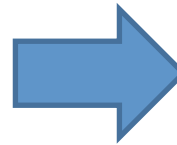
CAREER PATH POTENTIAL:

ENTRY/INITIAL JOBS

LARGER AREAS

TECHNICAL

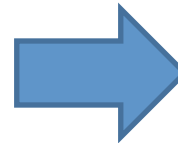
Process Engineer
Plant engineer
Quality
R&D
Technical Service



Supply chain
Operations/Site
EHS
Manufacturing/Production

BUSINESS

Account Management
Product Management
New Product Development



Business management
GM/P&L responsibility
Commercial Leader

PROSPECTS FOR JOBS? *

- Overall opportunities in engineering are expected to be good and employment is expected to grow 6% by 2020 as many individuals in this job will be retiring.

- There will be employment growth in SERVICE PROVIDING industries:
 - ❖ professional, scientific, and technical services opportunities
 - ❖ research in energy and the developing fields of biotechnology and nanotechnology.

- And even during economically low times, many engineers are contracted by companies to work on long-term research and development projects.

- BE SURE to continue your education throughout your career, a lot of value to your employer depends on your knowledge of what's hot in industry and how to create and work within the latest technologies.

STAND OUT FROM THE CROWD

- Lose the objective statement – most people want to know what you are going to do for them, not what you are looking for from them
- Have a summary statement which includes:
 - ❖ Any general accomplishments
 - ❖ Projects you've worked on for the new graduates and what you contributed
- Body of the resume:
 - ❖ Definitely do this in chronological order
 - ❖ **QUANTIFY** Responsibilities then achievements at every job (my client's complain that too many resumes look like job descriptions)
- Education
- Definitely list publications and certifications and awards
- **DO NOT HAVE A SUMMARY STATEMENT AND THEN LIST THE CHRONOLOGICAL ORDER OF PLACES OF EMPLOYMENT – EVERY HR PERSON I KNOW WILL TOSS THE RESUME**
- **DO NOT WORRY ABOUT THE LENGTH OF YOUR RESUME – THE IDEA OF A ONE PAGE RESUME IS A MYTH**

SUBMIT THAT RESUME AND FOLLOW UP!

- **Get the name of the hiring manager and the hr/staffing manager for the job**
- **Call them directly and if they aren't there leave a message referencing your interest in the position.**
- **GET THEIR EMAIL**
 - ❖ **How do you do this?**
 - ❖ **What do you say in the email**
- **Follow up with another phone call 3-5 days later**

GETTING READY FOR THE INTERVIEW

➤ BE PREPARED:

- ❖ Specifics to the job description
- ❖ Go to their website and have good alignment with your background
- ❖ KNOW YOUR RESUME

➤ PHONE INTERVIEW:

- ❖ Have your materials in front of you while you are on the phone
- ❖ Make sure you give them 2 numbers in case one is not working
- ❖ Go somewhere you can focus as if it were a face to face; envision you being in the same room with them even though you are on the phone
- ❖ ENERGY AND PASSION

➤ FACE TO FACE INTERVIEW:

- ❖ Take a few copies of your resume in case someone else unexpectedly stops in to also take part or if someone forgets theirs – PREPARED
- ❖ Have the job description with your specifics written down (for reference so you don't have to go back into your head)
- ❖ Have a few extras with you:
 - Writing samples if applicable
 - 30-60-90- Day action plan (for more senior level opportunities)
 - Anything else you think will impress them and is appropriate (recommendation letters, references are good here, etc.)

THE ADVERBS OF INTERVIEWING

When you are thinking about examples you want to use during interviewing ask yourself these questions to be able to get specific:

➤ Who?

➤ What?

➤ When?

➤ Where?

➤ Why?

➤ How?

AFTER THE INTERVIEW

➤ THANK YOU NOTES

- ❖ get their email address or mailing address and send a thank you to all with whom you interviewed!

➤ FOLLOW UP

- ❖ Always make sure you follow up again and give phone calls about a week after the interview
- ❖ Remember, in your field there are probably 2-4 people interviewing so after the first follow up so make sure you keep up with the interviewers.

➤ BE PATIENT

BEST RESOURCES FOR FINDING OPEN POSITIONS:

- <http://www.chemicalengineer.com/> A CareerMarketplace site since 1996. This site Focuses on Chemical Engineering jobs and careers and connecting job seekers in related professions with employers and employment recruiters.

- ChemEmploy at <http://www.che.com/> - A chemical engineering site that has a career center, ChemEmploy that was constructed to help connect our members with new employment opportunities.

- Any industry websites:
 - ❖ Amercian Chemical Society (www.acs.org)
 - ❖ American Institue of Chemical Engineers (www.aiche.org)
 - ❖ Most university web sites
 - ❖ Specific Industry Organizations (www.croplifeamerica.org, petroleum engineers may go to the National Petrochemical & Refiners Association (www.NPRA.org) , etc.)

- LINKED IN (www.linkedin.com) career center and group jobs

- INTERNSHIPS/COOPS