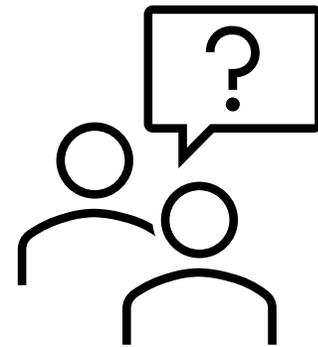




“Capturing the Competitive Edge as an Emerging Professional when Industry is watching and when they are not”

Marc Carson: AHC MESA/STEM Industry Coach

- Please ask questions or make comments anytime during this presentation
- Your feedback is welcomed
- We are all continually learning!
- The following is based on my experience and observations



Employers / Industry:

Automotive Parts Retail, Beverage Retail, City of El Segundo, Furniture Sales & Delivery, Automotive Parts Fabrication and Distribution, Seiko Time Corporation, Hughes Aircraft (Three Divisions- Various Technician Roles, and Metallographer), Clarke American Check Printing, The Gap Corporation (International Distribution Center).

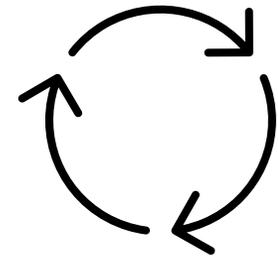
Santa Barbara Research Center / Raytheon / Raytheon Technologies Corporation

- Industrial/ Manufacturing Engineer
- Project Manager: Merger / Site Transitions
- Supervisor / Manager: Industrial and Quality Engineering/ Mission Assurance
- Program Manager
- Market Segment Director
- General Manager (Acting)

Allan Hancock College

- Volunteer, Part-Time Faculty (CWE), CADENCE/CASCADE Project Lead, and MESA/STEM Industry Coach

- “Emerging Professionals” need to be very purposeful engaging with Industry
- The earlier this process starts the better
- Students need to understand that this is an on-going process
- Career Development/Readiness is a Journey!



- Tactical vs. Strategic Planning
- Find the Career / Resource Center ASAP
- Take Advantage of all the College Resources...You are paying for them!
- Attend Career Fairs and utilize Alumni Resources
- Participate in Career Readiness Academies and School Clubs

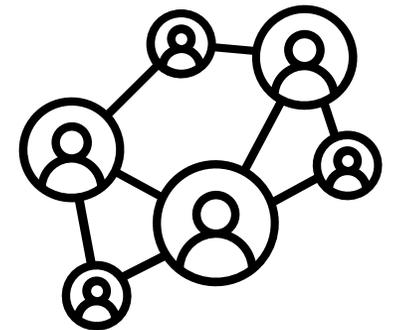
- What do you LOVE to do?
- Process / Product
- Employer / Industry
- Customer Success
- Find your passion and the monies will follow.
- I did not discover my passions at work until I was 30 (Program Manager).



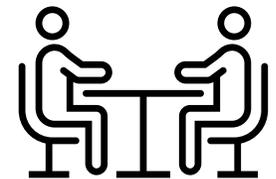
- Students “Emerging Professionals” need to be very purposeful engaging with Industry
- Meet with Industry professionals (Virtually and In-Person)
- Internet, Follow the company/institution/agency on LinkedIn
- Guest Speakers, Shadowing, Tours, Job Fairs



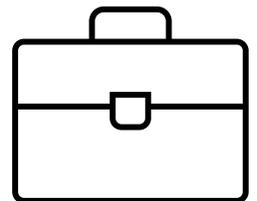
- Family / Friends
- Faculty/ Advisors
- STEM Center
- Career Center
- Job Fairs (Hundreds of Employers)
- Alumni Connections
- Get on LinkedIn
- Talk with Professionals in your Field of Interest
- It is who you know and who they know!



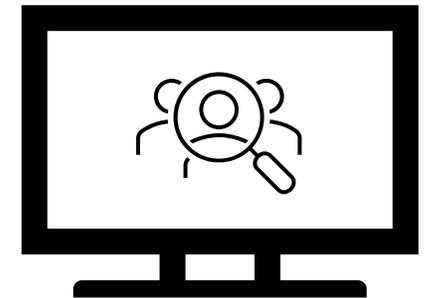
- Most people do not take the time to ask
- “Embrace Awkward”
- Mentor Relationships (Formal and Informal)
- Academic
- Industry
- Example: Aerospace Engineer wants to be a USAF Pilot”



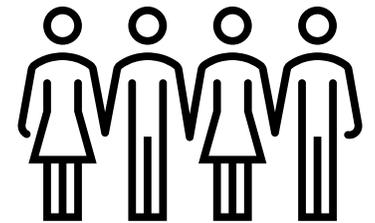
- Great way to confirm your Educational and Career Objectives
- Part-Time Job Experience is a Must
- Work Study, SURP, Summer Internships, Volunteer...all experience is good.
- Internship: Start searching early and often for opportunities
- Use your Network, Career Center, MESA/STEM Center, Faculty/Instructors



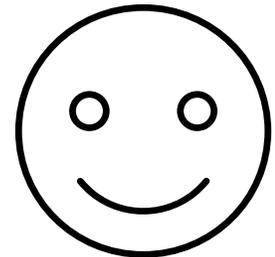
- Create a LinkedIn profile
- Keep your profile updated and use an appropriate photo
- Great way to increase your Network
- Be careful what you post on Facebook and Instagram
- Talent Acquisition / Hiring Managers will look you up



- Listening
- Communication (Written and Verbal)
- Teamwork / Collaboration
- Attention to Detail
- Problem Solving
- Critical Thinking
- Situational Awareness
- Adaptability
- Time Management
- Creativity
- Empathy (The Engineer on the Production Floor)



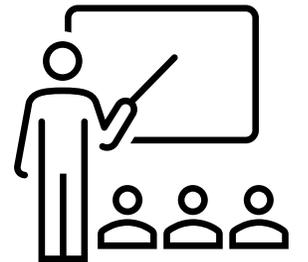
- Awareness: Dress for Success, Dining Etiquette and Social Behaviors in the Workplace
- Emotional Intelligence: Learn work/life balance
- Attendance: Arriving to work early and leaving when appropriate
- Common Characteristics of Successful Employees (Positive Attitude, Coachability, Work Ethic, and my favorite.. Attention to Detail)
- Don't show up to a college job fair in a swimsuit...Unless it is a lifeguard position.



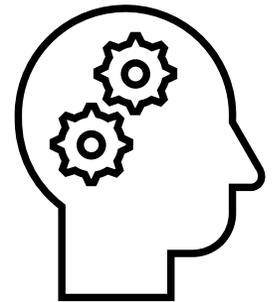
- **Written**
 - Appropriate Texting and Emails
 - Avoid Verbal Orders (AVOs)
- **Verbal**
 - Take advantage of those college speech courses
 - Public Speaking (It is a learned art for most people)
 - Work on your listening skills
- **Non-Verbal Cues**
 - Body Language



- Learn from supervisors/managers/ leaders that you are around.
 - “Steal the good characteristics and ignore the bad”
- Sport Teams
- Clubs
- Workshops
- Class Projects
- Volunteer Opportunities



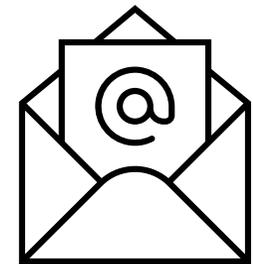
- Problem Solving and Critical Thinking is the ability to use facts, knowledge and data to successfully solve problems.
- Employers greatly value the ability to develop a well thought out solution within a reasonable amount of time.
- Successful Students / Emerging Professionals use these skills
 - Utilized in Individual and Team Settings
 - Individual and Team Class Projects



- Be aware of your strengths and weaknesses
- Public Speaking (speech classes, Toastmasters)
- Time Management Skills
- Get your Resume reviewed (Career Center, Faculty or even by an Industry Coach)
- Remember that this is an on-going process....continual self-improvement!



- Prepare for Interviews (study, don't talk to much and ask questions)
- Practice might not make perfect, but you will improve.....Speeches, Interviews
- Post Interview “After Action Drills”
 - Send “Thank you Emails”
 - Follow-up and hit one or two high points



- Your Career is a Marathon....not a Sprint.
- Research the Industries, Institutions, Agencies you are interested in before the job fair or interview
- Meet with Faculty and Department Advisors during office hours and have career discussions
- Your Network is important! Use it and nurture it.
- Work on your Adaptability : Open to new experiences, work environments, roles and tasks
- Enjoy the journey!

