Career Day
Biomedical Career Fair 2014

October 30
1pm - 4pm
San Antonio, Tx

Exhibitor Booklet
Learn to Work a Career Fair
adapted from Peter Vogt. MonsterTRAK Career Coach

It isn't often that a bunch of employers will gather for several hours in a purposeful effort to meet you and other job seekers. So when a career fair is held in your city or, even better, right on your own campus, it’s smart for you to attend. But to get something from the experience beyond a few free key chains, you need to understand what you should do before, during and after the career fair -- and then follow through.

BEFORE

1. Develop a Strong Résumé/CV: Highlight your skills and accomplishments. The document should be error-free, concise and graphically pleasing. Don't forget to make several copies, just in case an employer asks for one. You will then also be prepared to email this document to any contacts you make at the fair.

2. Get or Make Business Cards: You can buy blank business cards at stores like Office Depot, and then use a computer and laser printer to create some personalized cards. List your name, contact information, and perhaps your degree of study and the career you’d like to pursue after graduation.

3. Study the Organizations Attending the Fair: Nothing impresses an employer less than a student asking, "So what do you guys do?" Instead, be one of the few students who knows something about each of the companies. The more informed you are, the more likely you will be positively remembered. This booklet will help you prepare!

4. Develop a 30-Second Commercial: "Tell me a little about yourself." You're likely to get that invitation from many of the employers at the fair. So spend a little time beforehand figuring out your response. Think of your reply as a 30-second, self-promotional commercial you'll deliver to each employer who asks.

DURING

1. Introduce Yourself and Shake Hands: In many ways, a career fair is a test of your social skills. While employers are almost always friendly and outgoing, they'll expect the same of you. If you haven't done much ice breaking before, practice in advance with a campus career counselor or friend.

2. Dress Appropriately: In most cases, you'll want to dress professionally to attend a career fair. Sometimes business casual is fine, but don't go too casual. When in doubt, overdress. Substitute a briefcase or bag for your backpack; you want to look less like a student and more like a future professional.

3. Ask Intelligent Questions: If you've studied up on the organizations, you'll probably have some questions you'd like to ask. Not only will you get some answers, but you'll also show yourself to be someone who does his research.

4. Focus on What You Can Offer: You'll be a refreshing change to most company representatives if you tell them what you can do for them and their organizations instead of asking what they can do for you.

5. Leave Your Card with Each Representative: Then be sure to get each representative’s card. You can also leave your résumé/CV if it seems appropriate.

AFTER

1. Take Notes: After the fair concludes, jot down notes about conversations you had with company representatives. If you wait too long, the conversations will start running together in your head, and you'll forget what you said to whom.

2. Follow Up on Promises: If, for example, a company representative expressed interest in looking at your website, make sure to email the URL like you said you would.

3. Send Thank-You Notes: Write or email each of the people you met and thank them for their time. Reiterate your interest in the company and your relevant skills and experience. Most job seekers fail to take this simple step, often losing out in the end to those who did express their thanks.

There will be few other times in your life when employers will make such a concerted bid to get your attention. So when they participate in a nearby career fair, make the most of the opportunity to present yourself favorably, gather useful information and meet new contacts. Your small investment of time and effort -- before, during and after -- might very well turn into an opportunity you wouldn't have otherwise had.
How to Research Employers

What to Look For When Conducting Research
adapted from the UTSA University Career Center

• Financial Information
  What is the total revenue? What are their sales trends? What part of this organization is growing?

• Key Personnel
  Who is their president, CEO? Do they have any UTHSCSA alumni?

• History/Mission/Goals
  How old is the organization? What major events shaped its history? Where is the headquarters?

• Products/Services
  What new products or services are being developed? Who are the primary users of these products/services? In what sector of the market are they utilized?

• Marketing Strategy
  What key brand names do they own? What forms of advertising are used? Are there new initiatives? Where is their product/service sold, distributed and placed against the competition?

• Key Clients
  Who are they? What important service or product do they supply? Is this company targeting new clients?

• Major Competitors
  Who are they? How do they compete? Do they have more market share?

• Major Trends/Current Events in the Industry
  What is the effect of government regulations? New competitors? Technology? Globalization?

• Recruiting Profile/Company Culture
  How do they describe themselves? How do they describe the type of person they are looking for? Who do they highlight in the company brochure? Where do they recruit?

• Job Description
  Where does this job fit into the organization? How do they want the person in this position to contribute?

• How Do You Fit Their Profile
  What real-life examples from your résumé demonstrate how your background matches what they are seeking?
Resources for Researching Employers

UTSA Library Industry Research Guide: http://libguides.utsa.edu/

Quintessential Careers - http://www.quintcareers.com/researching_companies.html
  Information about searching as well as a directory to employers.

  Information about searching the Internet for career information; includes help for targeting employers. Very comprehensive site. If you are looking for anything related to career and job search, including something specific or unusual, The Riley Guide probably has it.

Company and industry information

Best Companies to Work for in 2009

VAULT online Career Resource Library
  UTSA’s University Career Center provides FREE online access for UTSA students to the VAULT online industry, company, and career resources library. We have arranged for you to have exclusive access to over 60 Vault guidebooks, over 2,500 company profiles, over 1,100 career advice articles, and an archive of over 1,000,000 message postings. Vault is the most trusted name in career information.

Reference USA (available through the UTSA Library). http://www.referenceusa.com/
  Use this subscription resource to find information on companies nationwide. Directory of about 11 million U.S. public and private companies, plus 120 million+ U.S. households.

Wetfeet.com http://www.wetfeet.com/
  This comprehensive online library of company research and career-related information can help students make better career decisions. Resources include the latest job opportunities for college-educated talent. Includes the Insider Guides series of career management guidebooks, information on companies, careers, and industries; discussion, advice, newsletters and salary benchmarking tools. You're not ready for your job search until you've used this site.

  Find employers you'd like to talk to and learn about employers prior to the interview

Hoover's online - http://www.hoovers.com/
  Excellent resource for company and industry information. Check out companies for free in the A-Z directory. Some information from Hoover's is available only with a fee based subscription to the service. Directory with overviews of about 16,000 U.S. and foreign public and private companies and other organizations.

Fast Company - http://fcke.fastcompany.com/
  Search feature to find information and articles about leading companies profiled in Fast Company Magazine.

CEO Express http://www.ceoexpress.com/default.asp
  An intelligent site for busy people who know what they need. Very comprehensive links to business news, business magazines, company research, financial markets, government agencies, chambers of commerce, national statistics and a lot more. Associations - professional associations, societies and trade groups often operate websites featuring job posting and/or resume searching services.

  Help for finding associations appropriate to your job search.

Idealist.org
  An interactive site where organizations and people unite.

Guidestar.org http://www2.guidestar.org/
  Database of more than 700,000 US nonprofit organizations

UTHSCSA Graduate School of Biomedical Sciences
Office of Career Development
Teresa Evans, PhD
Career Development Coordinator
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EvansTM@uthscsa.edu
St. Jude Children’s Research Hospital is a private research institution dedicated to investigating basic biological processes and studying diseases that are the major killers of children worldwide.

Located in Memphis, TN, St. Jude is home to over 280 basic science postdoctoral fellows, 60 clinical fellows, and 75 graduate students. More than 100 faculty investigators perform basic research in close association with 90 clinical investigators, creating excellent opportunities for translational research in the areas of:

- Angiogenesis
- Apoptosis
- Bioinformatics
- Bone Marrow Transplant & Cellular Therapy
- Cell & Molecular Biology
- Chemical Biology & Therapeutics
- Computational Biology
- Developmental Biology
- Genetics
- Hematology
- Immunology
- Infectious Diseases
- Neurobiology
- Oncology
- Pathology
- Pharmaceutical Sciences
- Radiological Sciences
- Signal Transduction
- Structural Biology
- Tumor Cell Biology

Please visit our table at the UT Health Science Center at San Antonio Biomedical Career Fair to learn about postdoctoral opportunities at St. Jude. Information can also be found at: [www.stjude.org/postdoc](http://www.stjude.org/postdoc)
Air Force Civilian Service | International  
www.afciviliancareers.com

AFCS is a worldwide organization employing more than 180,000 men and women across a broad array of jobs. We are the civilian support component of the United States Air Force, providing everything from human resources to engineering and child care to contract management. We are not active duty military, but we work side by side with uniformed Airmen to support the defense of our nation.

Degrees sought: M.D., M.S., R.N.

Contact: Jesse Martinez, jesus.martinez.10@us.af.mil

Kelly Scientific Resources | International  
www.kellyscientific.com

Kelly Scientific Resources is recognized as the world leader in the scientific staffing industry. We provide scientific staffing services on a temporary, temp to hire, and direct hire basis to a broad spectrum of industries including Chemical, Environmental, Food Science, Pharmaceutical, and Biotechnology.

Degrees sought: M.S., B.S./B.A.

Salary range: $35,000 – $80,000

Current openings include:

- Chemist
- Lab Technician
- Clinical Research Associates

Contact: Delma Lopez, Scientific Recruiter, lopezda@kellyscientific.com

Mind Science Foundation | San Antonio  
www.mindscience.org

The mission of the Mind Science Foundation is to explore the vast potential of the human mind in a scientific manner, for the betterment of humankind. Current areas of focus include supporting the search for an answer to one of the major questions of modern science - the puzzle of human consciousness. We do this by funding leading-edge research and educational programs focused on the mind, brain and human consciousness, all with the goal of improving the human condition.

Visit the website to become a member or subscribe to MSF’s newsletter.

Nebulab | San Antonio  
nebulab.io

Nebulab is building cloud-collaboration software for scientists intended to facilitate how they store, organize, and collaborate on research.

Degrees sought: Ph.D., M.D., M.S., B.S./B.A.

Contact: Guillermo Vela, gvela@nebulabtechnologies.com
The Maryland Office of ORAU administers research participation programs that allow senior scientists, faculty, high school, bachelor’s, master’s, and doctoral students; and recent graduates to enhance their science education experiences. Participants join programs, projects, and activities at our customers’ laboratories and research facilities worldwide. These programs provide a flow of qualified researchers and technical experts to participate in current research and development activities related to our customers’ critical missions.

Degrees sought: Ph.D., M.D., M.S., B.S./B.A.

Contact: Carl Rodgers, Recruiter, recruiter@orau.org

SKY Toxicology | San Antonio

SKY Toxicology provides comprehensive clinical quantitative urine drug testing, and medication monitoring for Addiction Health Care Facilities. Our proven drug screening process utilizes modern technology to provide accurate and quantitative results.

SKY Toxicology offers:
• Comprehensive and customizable drug testing options
• Customized collection and pick-up services
• Simple, easy-to-read and timely reports
• Fastest turnaround times possible
• In-house confirmations and quantitation using Liquid Chromatography/Mass Spectrometry, the “Platinum Standard”
• Consultation with our expert toxicologists
• Direct billing of patient Insurance
• Multiple reporting choices including; web-based, facsimile, hardcopy.

We are a new and growing organization with the fastest turnaround times in the industry.

Degrees sought: M.S., B.S./B.A.

Salary range: $29,000 start for tech– $43,000 start for analyst

Current openings include:

• Lab Analyst
• Lab Technician

Contact: Lea Svoboda, Recruiter, lsoboda@texastox.com

St. Jude Children’s Research Hospital | Memphis

St. Jude Children’s Research Hospital is a non-profit biomedical research institution in Memphis, Tennessee, where researchers investigate the molecular basis of both normal and diseased cellular processes. Our collaborative research environment is optimal for inter-disciplinary, translational research, and our postdoctoral fellows have access to state-of-the-art and well-staffed institutional core facilities. We offer an excellent salary and benefits package, and have been on FORTUNE magazine’s “100 Best Companies to Work For” list for four consecutive years. Visit our booth to discuss postdoctoral fellowship opportunities.

Degrees sought: Ph.D., M.D., Pharm.D., D.V.M.

Salary range: starting at $43,151

Current openings include:

• Postdoctoral Research Associate (60 – 80 hires per year)

Contact: Office of Academic Programs, postdoc@stjude.org
Army Medical Department (AMEDD) Recruiters that recruit specialties such as Medical Doctors, Nurses, Veterinarians, Dieticians, and many other medical specialties. The Army has many opportunities for personnel in the medical field.

Degrees sought: Ph.D., M.D., M.S., D.D.S., R.N., B.S./B.A.

Contact: SFC Ryan Lee, ryan.j.lee.mil@mail.mil

VWR enables the advancement of the world's most critical research through the distribution of a highly diversified product line to most of the world's top companies in the pharmaceutical, biotech, industrial, educational, governmental and healthcare industries. With 160 years of industry experience, VWR offers a well-established distribution network that reaches thousands of specialized labs and facilities spanning the globe. VWR has over 8,000 associates around the world working to streamline the way researchers across North America, Europe, and Asia stock and maintain their labs. In addition, VWR further supports its customers by providing onsite services, storeroom management, product procurement, supply chain systems integration and technical services.

VWR offers a positive environment to develop your skills in industry. They fully support your advancement within the company and assist in helping you meet your own personal career goals.

Degrees sought: Ph.D., B.S./B.A.

Salary range: starting at $50,000

Current openings include:

- Sales Representative - Education & Medical Research Job - Los Angeles, CA
- Team Lead Job - Houston, TX

Contact: Terry Shackleford, terry_shackleford@vwr.com

WiseWear®, Inc. is a Texas based wearable devices company (fitness and medical) headquartered in San Antonio. The company’s core focus is to help people live healthier, happier and more productive lives by empowering consumers to literally and figuratively “See Inside” their own bodies and assist them in improving knowledge as well as overall health and wellness. We help create and support better lives for all.

Seeking innovative individuals with a shared passion for life improving technology.

Degrees sought: Ph.D., B.S./B.A.

Contact: Dr. Jerry Wilmink, info@wisewear.com

The Graduate Student Association (GSA) is a student-led organization with the goal of unifying the graduate student body, providing workshops and guidance, advocating for student issues, and sponsoring events like Career Day to enhance student life. Subscribe to our website (uthscsagsa.wordpress.com) for updates and visit the Office of Career Development booth for more information about our organization and others on campus that have an interest in the professional development of UTHSCSA trainees.

The Graduate School of Biomedical Science’s Office of Career Development offers many resources for all UTHSCSA trainees, faculty, and staff. Learn more about careers, skills, and pathways into the biomedical field through more of the office’s events. Bookmark our calendar (gsbs.uthscsa.edu/events) and subscribe to our blog (gsbs.uthscsa.edu/blog) for news on the latest professional development events. For additional questions please contact Dr. Teresa Evans, evanstm@utshcsa.edu.