Career Fair Guide

Inside:
- Career Fair Map
- Helpful tips
- Employer profiles

STUDENT LIFE
Washington University in St. Louis
THE CAREER CENTER
It's About Building Machines... and Careers.

At Caterpillar, our engineers build more than just big yellow machines. They build careers.

Our engineers have the ability to experience the entire product development chain, from research and manufacturing to marketing and beyond. Throughout their career, they can also experience many different careers within the same company—across multiple product lines, functional boundaries and even global boundaries. They are part of a team—Team Caterpillar, a helpful and supportive global network that strives for Integrity, Excellence, Teamwork and Commitment in everything they build, including their Caterpillar careers.

These are just a few of the benefits of working for a strong, financially stable and growing company that is making progress possible around the world. To find out more about building an engineering career with Team Caterpillar, visit www.JoinTeamCaterpillar.com.
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STUDENT LIFE

Washington University in St. Louis
THE CAREER CENTER

One Brookings Drive #1039
#42 Women's Building
Saint Louis, MO 63130-4899
Phone: 314-935-6713
Fax: 314-935-5938
General Manager: Andrew O'Dell
Advertising Manager: Sara Judd

157 Karl Umrah Hall
204 Lopata Hall
110 Givens Hall
Phone: 314-935-5930
Fax: 314-935-5905
Director: Mark Smith
Associate Director: Aimee Wittman

Getting Ready for the Career Fair

With the Fall 2006 All-Campus Job & Internship Fair right around the corner, here are a few things you can do before the fair to get ready.

Tip #1: Make Your Resume Shine

Employers will be evaluating your resume in mere seconds, as you stand in front of their booth at the fair. Whether you are looking for an internship or job, your resume should not only detail your experience, but also showcase professional skills that you have developed through these activities.

To get help with your resume, stop by a Career Center office during drop in hours, no appointment necessary!

157 Umrath Hall: M-F, 12-5 p.m.
204 Lopata Hall: T, Th, 1:30-5 p.m.

Tip #2: Map Out a Strategy.

Flip through the Career Fair Guide to learn more about the organizations that are coming to the fair. Pick three or four organizations that truly interest you; then, research the organizations thoroughly to find out more about what the organization does and what their opportunities might entail.

Where can you look for information? Here are a few places:

- eRecruiting, The Career Center’s on-line job and internship database, has company profiles on thousands of organizations. You can search for any company by typing its name surrounded by quotation marks (“Boeing”) or by typing a keyword from its name (Abercrombie). Click on the Employer’s name to learn more.
- The organization’s own Web site. It sounds simple, but you’ll learn about its products and/or services, as well as the positions that might be available.
- Use Hoovers.com or LexisNexis to find recent information about the organization.

Tip #3: Prepare a Few Questions.

You’ll have a few minutes to talk with each recruiter you visit at the Career Fair. You’ll want to have a few questions in mind to ask them; this is about you getting to know them, too! Questions might include:

- What specific skills make a candidate stand out for this position?
- What might a day look like for someone in this position?

Tip #4: What Should I Bring?

You are going to have your hands full with information that organizations give you (plus all the free little toys!), so it’s important to be organized. There will be a spot at the fair to stow your bag.

- Bring 10-15 clean copies of your resume, printed on quality resume paper.
- A clean folder or portfolio, with copies of your resume tucked neatly inside.
- Your 30-second Personal Commercial (See “Your 30-Second Commercial” Article)
- Energy!
What to Wear to the Career Fair

We’re guessing that you’ll spend at least a few minutes worrying about what to wear to the Career Fair. Above all, you want to look professional, neat and sharp. This is your chance to make a strong first impression that shows your enthusiasm and level of interest in an opportunity.

We strongly recommend that you wear a professional suit. A professional suit includes matching dress slacks and a blazer. It is best to wear a dark color such as black, grey or navy blue. Women can choose either a knee-length skirt or pants. You should wear a dress shirt or blouse that is conservative and has been neatly pressed. Here are a few dos and don’ts:

**DO...**
- Use makeup and jewelry sparingly.
- Make sure your hair appears neat and is away from your face.
- Women should wear heels that are clean and professional looking. We recommend wearing a low heel, as you’ll be on your feet for a while!
- If you choose to wear hose, make sure they are free of runs.
- Men should wear dark socks with polished dress shoes. In terms of a tie, make sure it matches your shirt and is not too loud or crazy. We recommend a solid tie or one with a simple stripe.
- Break out the iron or go to the dry cleaners! Make sure your suit looks clean and is wrinkle free.

**DON’T...**
- Wear anything that is low cut.
- Wear heels that you would wear to a club.
- Wear flip flops or tennis shoes.
- Come dressed for a work out.
- Put on excessive perfume or cologne.

If you don’t own a suit, don’t start sweating. Not everyone will have access to a suit, especially if you are hearing this for the first time only two days before the fair. However, you are going to need a suit at some point in your college career, no matter your plans after graduation. Consider buying a suit now so that you can get the most use out of it over the next few years.

Here are a few tips for the suit-less:
- Go shopping - okay, so that was obvious. Don’t forget places like the Scholarshop on Clayton Road or Marshalls/T.J. Maxx. Also check out factory outlet stores at St. Louis Mills Mall.
- Consider borrowing something from a friend.
- Find a blazer or sport coat and pair it with pants. Suits can often be more expensive than buying two pieces separately. Just make sure they match and look professional.
- If you cannot find a suit or blazer/pant combination, wear a dress shirt with a pair of dark dress slacks. Make sure to tuck in your shirt and wear a simple belt. Men should always wear a tie.

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**If you love what you are doing, you will be successful.**

~ Albert Schweitzer

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**NEWBERRY GROUP INCORPORATED**

**Linking Information Technology to Your Business**

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**CAMPUS EVENTS**

Learn about our unique business model and challenging opportunities for recent graduates during the following session with Edward Harrison, Associate Director, Content Delivery:

McDonnell Hall,
Room 162
October 12, 2006

**APPLY**

Sales applications are due by
October 15, 2006

Research applications are due by
November 15, 2006

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**CORPORATE EXECUTIVE BOARD**

For further information, please visit our Web site at www.executiveboard.com

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We hear this refrain often at the Corporate Executive Board. CEB offers candidates the potential to work on information vital to some of the world’s leading corporations.

We believe that our corporate environment fosters a culture that embodies our core values and allows our employees to grow personally and professionally.

Career Opportunities

Sales Associate
Research Analyst
Working the Career Fair

So, you’ve managed to find an iron, put on your suit and read up on the more than 90 organizations coming to the Career Fair. But, once you get there, what do you do exactly?

Working a Career Fair is about making a connection with organizations that interest you. Career Fairs provide an opportunity that you rarely get when applying for internships or jobs – face time. You get at least a few minutes of time to tell the recruiter why they must hire you.

While we are certain that you know this, we always see this phenomenon at Career Fairs. Students show up and then spend 30 minutes or more sitting outside the fair or standing at the outskirts trying to avoid “them.” We know that a Career Fair can be intimidating and overwhelming, but you didn’t get all gussied up to sit on the sidelines. Plus, a Career Fair can be a long day for a recruiter; the people who get out there first and show some excitement are going to make the best impression. So, no more sitting outside – get in there and go at it.

You have a huge advantage with this Career Fair – you have the map and organization list two days ahead of time. Use that to your advantage. Find the three or four organizations that interest you the most and map out where their booths will be. Do some research to find out more about the organization and their openings. The better your game plan, the more comfortable you’ll feel when you arrive at the fair.

We recommend going to an employer that is lower on your interest list first. This gives you a chance to get the butterflies out of your stomach before you approach your top choices. Treat this first visit like it is your top choice and give it all you’ve got. Start with your 30-Second Commercial, ask questions and listen to what the recruiter is telling you. Make sure you body language stays open and inviting – don’t cross your arms or sway back and forth. Maintain good eye contact. Offer your resume if it seems appropriate and you are truly interested in the organization. Make sure to ask the recruiter for a business card.

See, that wasn’t so hard. Now, start your game plan. Go around the fair in a methodical fashion, so you don’t forget to talk with anyone. Make sure to visit your top choices, but also keep an open mind. Talk to anyone who sounds even a tiny bit interesting – you might find something that is perfect for you. Even if you decide it might not be for you, it is still good practice.

After the fair is over, go home and write a thank you note to every recruiter with whom you spoke. Thank them for their willingness to share information with you and reemphasize your enthusiasm for the position. We recommend hand writing a thank you note and mailing it; an email is a second option.

If you are still nervous, or not sure what to do when you get to the fair, stop by The Career Center table. Career Advisors will be staffing the table throughout the entire fair to help you manage your anxiety and make the most of your time. The Career Center table is table #49 (see the map on page 10-11).
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GLOBAL CORPORATE
INVESTMENT BANKING
WHERE
NY / NJ / CT
HONG KONG

APPLICATION DEADLINES
Nov 1st 1st round
Dec 15th 2nd round
Jan 22nd 3rd round

Visit SEO Prior to the Career Fair:
Wednesday, October 11th, 2006
5pm-6pm
Umrah Lounge

Thursday, October 12th, 2006
6pm-7pm
Knight Center, Guller Lounge

Receive Application & Interview Tips!

For 27 years, Sponsors for Educational Opportunity (SEO) has offered mentored internships to outstanding college students of color (Black, Hispanic/Latino, Asian, and Native American). Start building your solid career path as early as your sophomore year in college. All you need is a 3.0 GPA and a hunger to compete for what could be the opportunity of a lifetime.

visit SEo online (www.seo-usa.org/career) for notification about campus recruiting events and to be considered for our accelerated interview process.
Developing Your 30-Second Commercial

Whether you randomly meet someone in an elevator or are talking with a recruiter at the Career Fair, you need to start off with a smooth introduction. You may have heard of a 30-Second Commercial, Pitch, or Elevator Speech. All of these things allude to the way you introduce yourself to another person in a strong and assertive manner. Think of it this way - you have less than 30 seconds to grab someone's attention and explain why you are interested in talking with him/her. In a way, this is your answer to one of the most ambiguous interview questions you'll be asked - "Tell me about yourself."

Introducing Yourself at the Career Fair

When introducing yourself to a recruiter at the fair, you'll want to sound polished but natural and conversational. This is something you should practice with friends, or even in front of a mirror. It may seem a little dumb, but the more you practice, the less likely you will freeze up when you try it for real.

Make sure you cover the basics such as your name, year in school (i.e., I'm graduating this May) and major. Beyond that, you also want to show enthusiasm for that organization and the positions they have listed in this guide. Show off that you have done your homework about the organization and that you have made the connection between your own skill set and interests and what they are looking for in a new hire.

Keep in mind that at a Career Fair, the recruiter has some questions they'll want to ask every student they talk with. You may not get a chance to say your 30-second commercial in one breath, but keep it in the back of your mind and use it as your home base, so to speak. Come back to it in a pinch and use it as a jumping off point to talk about your interests and experience in more detail.

Here are a few samples:

Hi, my name is Kim Lee. I'm graduating this May with an English degree. I'm interested in working in nonprofit development and am really excited to hear more about your organization. I spent this past summer interning at XYZ Nonprofit and was able to hone my organizational and communication skills - two skills I know are important in this area. Can you tell me more about full-time opportunities with your company?

Hi, my name is Kim Lee. I'm a junior, majoring in economics. I'm interested in a summer internship with your company. I read that you are looking for interns to help with financial modeling and statistical analysis. That caught my attention - I've gotten just a taste for financial modeling and am extremely interested in growing my skills in this area. Can you tell me more about your summer internship program?

COOPER B-Line

As divisions of Fortune 500 Cooper Industries, we are highly successful manufacturers of products targeted for the electrical, mechanical & comm./data industries. With multiple manufacturing locations in the United States and internationally B-Line and Bussmann are committed to the success of our customers through manufacturing, engineering and service. Come join our team of innovators and visionaries as we continue to build customer acceptance and drive significant product advancements, and we will reward you with excellent salary, health benefits and 401(k) plan plus other excellent benefits.

We are presently recruiting for:
Management Development Programs
Operations Leadership Programs
Design Eng Development Programs

Disciplines of Interest
Mechanical & Electrical Engineer
Supply Chain Management
Industrial Engineering

VISIT OUR RECRUITERS AT THE JOB FAIR
ON OCTOBER 13, 2006 TO HEAR ABOUT THESE TWO-YEAR DEVELOPMENTAL PROGRAMS

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At U. S. Steel, headquartered in Pittsburgh, Pa, our strength is our people. Our 44,000 dedicated, diverse, and innovative employees across the U.S. and in Europe have made us a Fortune 500 company and continue to keep U. S. Steel a recognized world leader in value-added steel production.

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Domestic locations include plants in or near Chicago, St. Louis, Detroit, Philadelphia, Pittsburgh, Birmingham, Cleveland and northern Minnesota. We also have operations in Slovakia and Serbia. Operations include manufacturing a wide variety of steel sheet, tubular and tin products; coke, and taconite pellets; with a worldwide annual raw steel capability of 26.8 million net tons! U. S. Steel's iron ore mining and taconite pellet operations support the steelmaking effort, and its subsidiary ProCoil Company provides steel distribution and processing services.

At U. S. Steel, your career possibilities are endless! We offer competitive starting salaries, attractive benefits package, and much more. If you are up for a challenge and are ready to test your ability, visit our website (www.ussteel.com) and apply today! United States Steel Corporation is an EO/AA Employer.
BUNGE people make a difference

Who YOU are: Smart, comfortable with technology, with high expectations of yourself and your employer. You want a job that's challenging and rewarding at a company that fosters teamwork. But you also want a balance between your career and your personal life.

Who WE are: A global agribusiness and food company with integrated operations that stretch from the farm to the retail shelf. Our mission is to supply people the world over with plentiful, healthy and great-tasting food.

Bunge has been named #1 in the Food Production Industry on FORTUNE Magazine's 2006 list of Most Admired Companies.

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We're looking for people who can make a difference. If you are up to the challenge and want the opportunity to grow, visit our Web site at www.bungenorthamerica.com.
Stop by to get advice on how to work the fair and chat with a Career Advisor.
## Employer Profiles

### (1) Abengoa Bioenergy Corporation
- **Industry:** Environment - Environmental Science
- **Jobs Being Recruited:** Business Development Manager; Engineer; Interns; Co-Ops
- **Majors Being Recruited:** Accounting; Biological & Engineering Sciences; Chemical Engineering; Civil Engineering; Engineering; Management; Mechanical Engineering
- **Do you hire interns?** Yes
- **Location:** Chesterfield, MO

### (2) Abercrombie and Fitch
- **Industry:** Retail/Merchandising
- **Jobs Being Recruited:** Corporate Training Program - Merchandising
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** No

### (3) ACNielsen BASES
- **Industry:** Consulting - Other; Research
- **Jobs Being Recruited:** Research Analyst
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** No
- **Location:** Cincinnati, OH

### (4) ACORN Political Operations
- **Industry:** Advocacy
- **Jobs Being Recruited:** Field Director; Field Manager; Political Organizer; Intern
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** Yes

### (5) Ageia Technologies, Inc.
- **Industry:** Engineering - Computer; Engineering - Electrical
- **Jobs Being Recruited:** Summer Interns 2007
- **Majors Being Recruited:** Computer Engineering; Electrical Engineering
- **Do you hire interns?** Yes
- **Location:** St. Louis, MO

### (6) Air Force Office of Special Investigations
- **Industry:** Government - Federal; Government - Intelligence
- **Jobs Being Recruited:** Criminal Investigative Interns
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** Yes
- **Location:** Continental US and Hawaii

### (7) Ameren Corporation
- **Industry:** Energy/Utilities
- **Jobs Being Recruited:** Engineering
- **Majors Being Recruited:** Civil Engineering; Electrical Engineering; Management; Mechanical Engineering; Political Science; Engineering Management
- **Do you hire interns?** Yes
- **Location:** St. Louis, MO

### (8) American Water
- **Industry:** Energy/Utilities
- **Jobs Being Recruited:** Financial Analyst; Civil Engineers
- **Majors Being Recruited:** Accounting; Civil Engineering; Finance
- **Do you hire interns?** Yes
- **Location:** St. Louis, MO

### (9) AmeriCorps St. Louis
- **Industry:** Nonprofit Organization
- **Jobs Being Recruited:** Corps Members
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** Yes

### (10) Ameriprise Financial Services, Inc.
- **Industry:** Finance/Banking - Financial Services/Planning
- **Jobs Being Recruited:** Financial Advisor
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** Yes
- **Location:** Chesterfield, MO

### (11) Analysis Group
- **Industry:** Consulting
- **Jobs Being Recruited:** Analyst
- **Majors Being Recruited:** Accounting; Business (minor only); Computer Science; Economics; Finance; Physics; Political Economy; Political Science; Statistics
- **Do you hire interns?** Yes
- **Location:** Boston, Chicago, Dallas, Denver, Los Angeles, Menlo Park, Montreal, New York, San Francisco, Washington, DC

### (12) Anheuser-Busch Companies, Inc.
- **Industry:** Food and Beverage; Manufacturing; Recreation/Parks/Sports
- **Jobs Being Recruited:** TBD
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** Yes

### (13) Applied Manufacturing Technologies, Inc.
- **Industry:** Engineering; Manufacturing
- **Jobs Being Recruited:** Electrical Engineer; Automation Engineer; Robotics Engineer
- **Majors Being Recruited:** Electrical Engineering; Engineering; Mechanical Engineering; Process Control Systems
- **Do you hire interns?** No
- **Location:** St. Louis

### (14) ARCO Construction Company, Inc
- **Industry:** Construction; Engineering - Civil
- **Jobs Being Recruited:** Project Manager/Engineer; Co-Op/Intern
- **Majors Being Recruited:** Architecture; Civil Engineering; Construction Management
- **Do you hire interns?** Yes
- **Location:** St. Louis

### (15) AT&T
- **Industry:** Telecommunications
- **Jobs Being Recruited:** MATREX (IT college hire program); Sales Leadership Development Program; Finance Leadership Development Program; Interns
- **Majors Being Recruited:** Accounting; Computer Engineering; Computer Science; Management; Marketing; Mathematics; Systems Science & Mathematics; Information Management
- **Do you hire interns?** Yes
- **Location:** St. Louis and others

### (16) AT&T Corporation
- **Industry:** Telecommunications
- **Jobs Being Recruited:** Leadership Development Program
- **Majors Being Recruited:** Accounting; Business (minor only); Economics; Finance; Management; Marketing; Operations & Manufacturing Management; Organizations & Human Resources; Political Economy; Political Science; Process Control Systems; Psychology
- **Do you hire interns?** Yes
- **Location:** Dallas, San Antonio, San Ramon, Bedminster, Chicago

### (17) BC Biomedical
- **Industry:** Engineering; Manufacturing
- **Jobs Being Recruited:** R & D Engineer
- **Majors Being Recruited:** Computer Engineering; Electrical Engineering
- **Do you hire interns?** No
- **Location:** St. Charles, MO

### (18) Big Brothers Big Sisters of Eastern Missouri
- **Industry:** Nonprofit Organization
- **Jobs Being Recruited:** School Based Project Manager; Director of Community Based; Executive Assistant
- **Majors Being Recruited:** All Majors
- **Do you hire interns?** Yes
- **Location:** St. Louis
<table>
<thead>
<tr>
<th>Company</th>
<th>Industry</th>
<th>Jobs Being Recruited</th>
<th>Majors Being Recruited</th>
<th>Do you hire interns?</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bloomberg L.P.</td>
<td>Finance/Banking - Financial Services/Planning</td>
<td>Global Customer Support</td>
<td>All Majors</td>
<td>Yes</td>
<td>New York, NY; San Francisco, CA</td>
</tr>
<tr>
<td>Brown Shoe Company</td>
<td>Retail/Merchandising</td>
<td>Accelerated Career Track Program</td>
<td>All Majors</td>
<td>Yes</td>
<td>Multiple Locations</td>
</tr>
<tr>
<td>Bunge</td>
<td>Agriculture/Farming/Agribusiness</td>
<td>Manager; Merchandiser; Accountant; Engineer</td>
<td>Accounting; Business (minor only); Chemical Engineering; Computer Science; Economics; Engineering; International Business; International Studies; Management; Marketing; Mechanical Engineering; Operations &amp; Manufacturing Management; Organizations &amp; Human Resources; Engineering Management</td>
<td>Yes</td>
<td>St. Louis, MO and nationwide</td>
</tr>
<tr>
<td>Cancer Treatment Centers of America</td>
<td>Healthcare - Administration</td>
<td>Management Fellow</td>
<td>All Majors</td>
<td>No</td>
<td>Schaumberg, IL</td>
</tr>
<tr>
<td>C&amp;S Wholesale Grocers</td>
<td>Wholesale</td>
<td>Business Analyst</td>
<td>All Majors</td>
<td>No</td>
<td>Keene, NH</td>
</tr>
<tr>
<td>Caterpillar Inc</td>
<td>Engineering - Chemical; Engineering - Computer; Engineering - Electrical; Engineering - Industrial; Engineering - Mechanical</td>
<td>Chemical Engineering; Computer Engineering; Electrical Engineering; Mechanical Engineering</td>
<td>Yes</td>
<td>Peoria, IL</td>
<td></td>
</tr>
<tr>
<td>Center of Creative Arts (COCA)</td>
<td>Non-Profit - Community Organizations/Activism</td>
<td>Accounting Internship; Community Organization/Development Internship; Dance Internship; Database Marketing Internship; Productions &amp; Operations Coordinator</td>
<td>All Majors</td>
<td>Yes</td>
<td>St. Louis, MO</td>
</tr>
</tbody>
</table>

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Hey Bears - Join Us!!

VISIT US AT THE CAREER FAIR: 10/13
On Campus Interviews: 11/14

Questions?
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12 HARBOR PARK DRIVE – PORT WASHINGTON, NY 11050
TELEPHONE 516.267.7300 • FAX 516.829.4731
(26) Cerner
Industry: Technology - Software
Jobs Being Recruited: Software Engineer; System Engineer; Consultant; Software/System Engineer Intern
Majors Being Recruited: Accounting; Biochemistry; Bioengineering / Biomedical Engineering; Biological & Engineering Sciences; Biology; Business (minor only); Chemistry; Computer Engineering; Computer Science; Economics; Electrical Engineering; Engineering; Finance; Health Administration; International Business; Management; Marketing; Mathematics; Systems Science & Mathematics; Information Management; Biomedical Engineering; Engineering Management; Systems Science & Engineering
Do you hire interns? Yes
Location: Kansas City, MO

(27) Cincinnati Children’s Hospital Medical Center
Industry: Healthcare; Nonprofit Organization
Jobs Being Recruited: Research Assistant; Graduate Student; Research Fellow (Postdoctoral Fellow); Clinical Research Coordinator; Research Associate (Non-faculty PhD)
Majors Being Recruited: Biochemistry; Biology; Molecular Biology; Psychology; School of Medicine
Do you hire interns? Yes
Location: Cincinnati, OH

(28) Cintas Corporation
Industry: Manufacturing
Jobs Being Recruited: Management Trainee; Sales Associate
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: Nationwide

(29) Citigroup
Industry: Finance/Banking - Commercial Banking; Consumer/Retail Banking; Financial Services/Planning
Jobs Being Recruited: Technology Leadership Program
Majors Being Recruited: Computer Engineering; Computer Science; Electrical Engineering; Information Management
Do you hire interns? Yes
Location: Nationwide

(30) ConAgra Foods Inc.
Industry: Consumer Products
Jobs Being Recruited: Financial Associates Program
Majors Being Recruited: Accounting; Economics; Finance
Do you hire interns? Yes
Location: Omaha, NE

(31) Cooper B-Line
Industry: Engineering - Industrial; Manufacturing
Jobs Being Recruited: Operations Leadership Program; Supply Chain Management; Manufacturing Engineer; Sales Engineer
Majors Being Recruited: Business (minor only); Engineering; Mechanical Engineering; Engineering Management
Do you hire interns? Yes
Location: Highland, IL; Reno, NV; Sherman, TX

(32) Corporate Executive Board
Industry: Consulting - Other Jobs Being Recruited: Research Analyst; Sales Associate; Member Management Analyst
Majors Being Recruited: All Majors
Do you hire interns? No
Location: Washington, DC

SPARTAN
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Start your engineering career with an industry leader in light metal technologies serving the best known companies in the world.

Please stop by and talk with us during the Career Fair.
(33) Cultural Exchange Network
Industry: Nonprofit
Jobs Being Recruited: Interns
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: England & Australia

(34) Edward Jones
Industry: Finance/Banking - Brokerage, Investment Banking, Financial Services/Planning
Jobs Being Recruited: TBD
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO & Nationwide

(35) Emerson Process Management
Industry: Engineering - Manufacturing
Jobs Being Recruited: Intern; Co-op; System Design Engineer
Majors Being Recruited: Chemical Engineering; Electrical Engineering
Do you hire interns? Yes
Location: St. Louis, MO; Houston, TX; Kansas City, MO

(36) Enterprise Rent-A-Car
Industry: Automotive
Jobs Being Recruited: Manager Trainee
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO

(37) FACS Group Inc.
Industry: Retail/Merchandising
Jobs Being Recruited: Manager
Majors Being Recruited: All Majors
Do you hire interns? Unknown
Location: Bridgeton, MO

(38) Fisher Scientific
Industry: Manufacturing
Jobs Being Recruited: Associate Sales Representative
Majors Being Recruited: Biochemistry; Biology; Chemistry
Do you hire interns? No

(39) The Hillstone Restaurant Group
Industry: Food and Beverage; Hospitality
Jobs Being Recruited: Operations Management; Operations Management Internships
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: Nationwide

(40) Internal Revenue Service (IRS)
Industry: Government - Federal
Jobs Being Recruited: Revenue Agent; Revenue Officer; Tax Compliance Officer
Majors Being Recruited: Accounting; Business (minor only); Economics; Finance
Do you hire interns? No
Location: St. Louis, MO & Nationwide

(41) Japan Exchange and Teaching (JET) Program
Industry: Education/Academia - Overseas/Intl. Education
Jobs Being Recruited: Assistant Language Teacher (ALT); Coordinator for International Relations (CIR); Sports Exchange Advisor (SEA)
Majors Being Recruited: All Majors
Do you hire interns? No
Location: Japan

(42) Kaplan Test Prep & Admissions
Industry: Academic
Jobs Being Recruited: Marketers; Managers; Instructors; Student Assistants; Students
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: Nationwide

(43) KDHX
Industry: Non-Profit - Community Organizations/Activism
Jobs Being Recruited: Audio Production Internship; Video Production Internship; IT Internship; Marketing Internship; Volunteer Assistant Internship
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO

(44) KETC Channel 9 PBS
Industry: Nonprofit Organization
Jobs Being Recruited: Internships in Broadcast, Journalism and Advertising
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO

(45) Koch Supply & Trading
Industry: Accounting; Finance/Banking - Corporate Finance
Jobs Being Recruited: Majors Being Recruited: All Majors
Do you hire interns? Yes

(46) Liz Claiborne Inc.
Industry: Fashion; Retail/Merchandising
Jobs Being Recruited: Internships in Design, Merchandising, Sales, Finance, Accounting, Supply Chain; Human Resources & Business Planning; Various Full time
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: New York & New Jersey

(47) LJB Inc.
Industry: Engineering - Civil
Jobs Being Recruited: Structural Engineer; Transportation Engineer; Traffic Engineer; Civil Engineer
Majors Being Recruited: Civil Engineering
Do you hire interns? Yes
Location: Dayton, OH; Lima, OH; St. Louis, MO

(48) McClure Engineering Associates
Industry: Engineering - Electrical; Engineering - Mechanical
Jobs Being Recruited: Electrical Engineer; Mechanical Engineer
Majors Being Recruited: Electrical Engineering; Mechanical Engineering
Do you hire interns? Yes
Location: St. Louis, MO

(49) The Career Center
Industry: None
Stop by to get advice on how to work the fair and chat with a Career Advisor.

(50) Mercy Volunteer Corps
Industry: Healthcare; Social/Human Services
Jobs Being Recruited: Majors Being Recruited: All Majors
Do you hire interns? No
Location: National & International Locations

(51) Midwest Research Institute
Industry: Engineering; Biochemical/Biomedical; Research
Jobs Being Recruited: Biochemistry; Biological & Engineering Sciences; Biology; Chemistry; Engineering; Molecular Biology; Environmental Engineering
Do you hire interns? Yes
Location: Kansas City, MO

(52) Missouri Botanical Garden
Industry: Environment - Environmental Science; Environment - Conservation; Research; Nonprofit Organization
Jobs Being Recruited: Majors Being Recruited: Education
Do you hire interns? Yes
Location: St. Louis, MO

(53) Missouri Department of Transportation
Industry: Government - State
Jobs Being Recruited: Construction Inspector; Materials Inspector; Traffic Engineering Specialist; Highway and Structural Designer; Internships and Co-ops
Majors Being Recruited: Civil Engineering
Do you hire interns? No
Location: St. Joseph, Macon, Hannibal, Kansas City, Jefferson City, St. Louis, Joplin, Springfield, Willow Springs, Sikeston (all in Missouri)

(54) Missouri Division of Youth Services
Industry: Government - State
Jobs Being Recruited: Youth Specialist; Teachers; Nurses
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, St. Charles, Jefferson City (all in Missouri)

(55) Missouri Religious Coalition for Reproductive Choice
Industry: Religion; Non-Profit - Community Organizations/Activism; Social/Human Services - Women
Jobs Being Recruited: Intern
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO
(56) Monsanto Company
Industry: Agriculture/Farming/Agribusiness
Jobs Being Recruited: Majors Being Recruited: Accounting; Computer Science; Marketing
Do you hire interns? Yes

(57) National Association of the State PIRGs
Industry: Non-Profit - Community Organizations/Activism; Environment - Other
Jobs Being Recruited: Campus Organizer; PIRG Fellowship
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: Nationwide

(58) National City Bank
Industry: Finance/Banking - Consumer/Retail Banking
Jobs Being Recruited: Retail Development Program; Corporate Operations Program; Commercial Banking Development Program
Majors Being Recruited: Accounting; Computer Science; Economics; Finance; International Business; Marketing; Mathematics; Operations & Manufacturing Management; Organizations & Human Resources; Political Economy; Information Management
Do you hire interns? No
Location: St. Louis, MO

(59) National Geospatial-Intelligence Agency
Industry: Government - Intelligence
Jobs Being Recruited: Imagery Analyst; Geospatial Analyst
Majors Being Recruited: Accounting; Civil Engineering; Computer Science; Economics; English; Finance; History; International Studies; Mathematics; Political Science; Aerospace Engineering
Do you hire interns? Yes
Location: St. Louis, MO; Washington, DC

(60) National MS Society - Gateway Area Chapter
Industry: Non-Profit - Other
Jobs Being Recruited: Public Relations Intern; Special Events Intern; Corporate Campaign Intern; Client Programs Intern; Social Work/Care Team Intern
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO

(61) The Newberry Group, Inc.
Industry: Consulting - Technology; Engineering - Computer
Jobs Being Recruited: Computer Programming; Applications Developer; Network Administrator; Desktop Support; Network Security
Majors Being Recruited: Computer Engineering; Computer Science; Computer Information Management
Do you hire interns? Yes
Location: St. Louis, MO

(62) Ortho-McNeil Janssen Pharmaceutical, a Johnson and Johnson Co.
Industry: Healthcare - Medicine
Jobs Being Recruited: Pharmaceutical Sales College Overhire
Majors Being Recruited: All Majors
Do you hire interns? No
Location: Midwest

(63) Paric Corporation
Industry: Construction; Engineering - Civil; Engineering - Mechanical; Real Estate
Jobs Being Recruited: Engineer; Intern; Estimator
Majors Being Recruited: Civil Engineering; Engineering; Mechanical Engineering; Construction Management; Structural Engineering
Do you hire interns? Yes
Location: St. Louis, MO

(64) PENTA ENGINEERING CORP.
Industry: Engineering
Jobs Being Recruited: Mechanical Engineer; Electrical Engineer; Civil/Structural Engineer; Chemical Engineer
Majors Being Recruited: Engineering
Do you hire interns? Yes
Location: St. Louis, MO

(65) Pfizer Pharmaceuticals
Industry: Biotechnology
Jobs Being Recruited: Sales Majors Being Recruited: Biochemistry; Bioengineering / Biomedical Engineering; Biological & Engineering Sciences; Biology; Chemical Engineering; Chemistry; Molecular Biology; Biomedical Engineering
Do you hire interns? Yes
Location: Research Positions - St. Louis, MO; Sales Positions - Multiple Locations

(66) Progressive Insurance
Industry: Insurance
Jobs Being Recruited: Associate Analyst; Accounting Rotation Program (FT & Intern); Territory Sales Manager; Claims Representative Trainee
Do you hire interns? Yes
Location: Cleveland, OH and nationwide

(67) Red Bud Industries Inc
Industry: Engineering - Mechanical
Jobs Being Recruited: Design Engineer
Majors Being Recruited: Mechanical Engineering
Do you hire interns? No
Location: Red Bud, IL

(68) Renaissance Financial
Industry: Finance/Banking - Financial Services/Planning
Jobs Being Recruited: Financial Advisor-Career Development Program
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: St. Louis, MO; Omaha, NE; Kansas City, MO

(69) S. M. Wilson & Co.
Industry: Construction
Jobs Being Recruited: Project Engineer
Majors Being Recruited: Civil Engineering; Mechanical Engineering; Construction Management; Engineering Management
Do you hire interns? Yes
Location: Midwest

(70) Sachs Electric Company
Industry: Construction
Jobs Being Recruited: Project Engineer; Intern
Majors Being Recruited: Electrical Engineering
Do you hire interns? Yes
Location: St. Louis, MO

(71) Saint Louis Science Center
Industry: Non-Profit - Museum and Libraries
Jobs Being Recruited: Visitor Studies Research Intern; Program Marketing Intern; Media Intern; Language-Ethnic Outreach Intern; "Mathematiyzing" Intern (multiple science galleries available)
Majors Being Recruited: American Culture Studies; Anthropology; Biology; Chinese; Earth & Planetary Sciences; Elementary Education; English; Environmental Studies; Film & Media Studies; Hispanic Language & Literature; Marketing; Mathematics; Physics; Psychology; Romance Languages; Russian/Russian Studies; Spanish; Korean; Philosophy; Neuroscience; Psychology; Education; Communications & Journalism; Aerospace Engineering
Do you hire interns? Yes
Location: St. Louis, MO

(72) Sherwin-Williams Company
Industry: Consumer Products; Retail/Wholesale
Jobs Being Recruited: Management Training Program; College Intern Program
Majors Being Recruited: Business; Finance; International Business; Management; Marketing; Operations & Manufacturing Management; Organizations & Human Resources; Communications & Journalism; Information Management; Construction Management
Do you hire interns? Yes
Location: Nationwide

(73) Sigma-Aldrich Corporation
Industry: Biotechnology; Pharmaceutical
Jobs Being Recruited: R&D Scientists; Chemists
Majors Being Recruited: Biochemistry; Biology; Chemical Engineering; Chemistry; Finance
Do you hire interns? Yes
<table>
<thead>
<tr>
<th>Industry</th>
<th>Majors Being Recruited</th>
<th>Jobs Being Recruited</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sleep Medicine and Research Center</td>
<td>Biological &amp; Engineering Sciences; Biology; Psychology; Undeclared</td>
<td>Recruitment Coordinator; Research Technicians</td>
<td>Chesterfield, MO</td>
</tr>
<tr>
<td>Spartan Light Metal Products</td>
<td>Engineering; Manufacturing</td>
<td>Manufacturing Internships</td>
<td>Sparta, IL; Mexico, MO</td>
</tr>
<tr>
<td>Spectrum Healthcare Resources</td>
<td>Accounting; Finance; Health Administration; Management; Marketing; Operations &amp; Manufacturing Management; Organizations &amp; Human Resources; Communications &amp; Journalism</td>
<td>Management Trainee; Accounting Trainee; Credential Coordinator; Employment Specialist; Pricing Coordinator</td>
<td>St. Louis, MO</td>
</tr>
<tr>
<td>Sponsors for Educational Opportunity (SEO)</td>
<td>All Majors</td>
<td>Investment Banking - Corporate Finance (Summer Intern); Investment Banking - Sales &amp; Trading (Summer Intern); Asset Management - Analyst (Summer Intern); Corporate Law - Summer Associates; Global Corporate Financial Leadership - Summer Analysts</td>
<td>New York; New Jersey; Connecticut; Hong Kong</td>
</tr>
<tr>
<td>State Farm Insurance Companies</td>
<td>All Majors</td>
<td>Claims or Underwriting</td>
<td>Missouri; Kansas; Arkansas; Louisiana; Oklahoma</td>
</tr>
<tr>
<td>Stephen Ministries of St. Louis</td>
<td>All Majors</td>
<td>Management, Program, Administrative and Support Staff; Pastoral Staff; Leadership and Management Interns; Writing-Plus Interns</td>
<td>St. Louis, MO</td>
</tr>
<tr>
<td>Stereotaxis, Inc.</td>
<td>Bioengineering / Biomedical Engineering; Biological Sciences; Computer Engineering; Computer Science; Economics; Electrical Engineering; Engineering; Finance; Marketing; Mathematics; Mechanical Engineering; Operations &amp; Manufacturing Management; Physics; Process Control Systems; Systems Science &amp; Mathematics; Biomedical Engineering; Systems Science &amp; Engineering</td>
<td>Management Trainee; Accounting Trainee; Credential Coordinator; Employment Specialist; Pricing Coordinator</td>
<td>St. Louis, MO</td>
</tr>
<tr>
<td>Stephens &amp; Harwood LLP</td>
<td>All Majors</td>
<td>Management, Program, Administrative and Support Staff; Pastoral Staff; Leadership and Management Interns; Writing-Plus Interns</td>
<td>St. Louis, MO</td>
</tr>
<tr>
<td>Teach For America</td>
<td>All Majors</td>
<td>Teacher Interns</td>
<td>Regions in the U.S.</td>
</tr>
<tr>
<td>Trane</td>
<td>All Majors</td>
<td>Management, Program, Administrative and Support Staff; Pastoral Staff; Leadership and Management Interns; Writing-Plus Interns</td>
<td>Bridgeton, MO</td>
</tr>
<tr>
<td>U.S. Postal Service Information Technology Center</td>
<td>All Majors</td>
<td>Order Fulfillment Internships</td>
<td>St. Louis, MO</td>
</tr>
<tr>
<td>Union Pacific Railroad</td>
<td>All Majors</td>
<td>Management, Program, Administrative and Support Staff; Pastoral Staff; Leadership and Management Interns; Writing-Plus Interns</td>
<td>St. Louis, MO</td>
</tr>
</tbody>
</table>

**Career Fair Prep Workshop**

**Thursday, 10/12 @ 6 p.m.**

in 159 Umphrath Hall

We'll go over all the basics — how to get ready, what to wear and how to actually introduce yourself to an employer.

Space is limited, RSVP on eRecruiting at www.careers.wustl.edu
(88) United States Department of the Navy
Industry: Government - Military
Jobs Being Recruited: Nuclear Power Officer; Aviation Officer; JAG Corps; Medical Officer
Majors Being Recruited: All Majors
Do you hire interns? No
Location: Worldwide

(89) United States Marine Corps
Industry: Government - Military
Officer Selection Office
Jobs Being Recruited: Aviation; Law; Computer Science; Logistics; Intelligence
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: Worldwide

(90) United States Steel Corporation
Industry: Manufacturing
Jobs Being Recruited: Management Associate
Majors Being Recruited: Accounting; Chemical Engineering; Electrical Engineering; Mechanical Engineering
Do you hire interns? Yes

(91) Walgreens
Industry: Retail/Merchandising
Jobs Being Recruited: RETAIL MANAGEMENT TRAINEE; RETAIL MANAGEMENT INTERN - SUMMER 2007; Distribution Opportunities
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: Missouri

(92) Washington University School of Medicine
Industry: Healthcare
Jobs Being Recruited: Nursing; Research; Medical Secretary; Medical Records; Administrative
Do you hire interns? No
Location: St. Louis, MO

(93) Wellpoint, Inc.
Industry: Healthcare - Administration; Healthcare - Public Health; Healthcare - Other; Insurance
Jobs Being Recruited: HIPP Associate Majors Being Recruited: Accounting; Business (minor only); Economics; Finance; Health Administration; Management; Marketing; Operations & Manufacturing Management; Organizations & Human Resources; Process Control Systems; Statistics; Systems Science & Mathematics
Do you hire interns? Yes
Location: Kentucky; Ohio; Illinois; Indiana; Missouri; Wisconsin

(94) YMCA of the USA
Industry: Non-Profit - Associations; Non-Profit - Other; Nonprofit Organization
Majors Being Recruited: All Majors
Do you hire interns? Yes

(95) Inroads, Inc.
Industry: Nonprofit
Jobs Recruited: Internships
Majors Being Recruited: All Majors
Do you hire interns? Yes
Location: National

(96) Oakwood Systems Group
Industry: Consulting - Technology
Jobs Recruited: Information Technology Consultants
Majors Being Recruited: Chemical Engineering; Civil Engineering; Computer Engineering; Computer Science; Electrical Engineering; Mechanical Engineering; Systems Science & Mathematics; Information Management; Engineering Management; Systems Science & Engineering
Do you hire interns? No
Location: St. Louis, MO; Nashville, TN

(97) Southwest Bank
Industry: Finance/Banking
- Commercial Banking, Finance/Banking - Consumer/Retail Banking
Jobs Recruited: Corporate Banking Development Program
Majors Being Recruited: All Majors
Do you hire interns? No
Location: St. Louis area
So, I went to the Career Fair... what next?

You went the Career Fair and you even managed to get over that stomach-turning nervousness enough to actually talk to some recruiters. And you thought black cats were the only thing to be afraid of on October the 13th. But, what should you do now?

The thing about Career Fairs, and really any networking opportunity, is that they can become a waste of energy if you don't take it a step further. Sure, you had a great conversation with a recruiter at Company X, but they probably had great conversations with a number of students. You need to spend some time to make sure those connections go somewhere. How do you do that, you ask? Funny, we happen to have a few ideas right here....

Follow Up.

Sounds easy enough, but many students forget that meeting a recruiter just one time won't get them too far. Shoot him/her an email, re-emphasizing your enthusiasm for the organization or a specific position. If they aren't hiring at this exact moment, maybe ask if the recruiter has a younger employee who you can talk to about his/her experience. This gives you another foot in the door, so to speak.

Get Help.

This Career Fair was likely one of your first forays this semester into finding a job or internship. Don't let it stop here. Call The Career Center today to schedule an advising appointment to meet with a Career Advisor.

A Career Advisor can help you download everything you learned at the Fair, look at your interests in general, and help you come up with some concrete steps to move your job/internship/graduate school search along. We have appointments every day of the week and even as late as 7 p.m. on Mondays and Tuesdays.

Brush up Your Interviewing Skills.

Hopefully, the Career Fair will have given you some leads and you'll be interviewing really soon. This means that you should brush up your interviewing skills. We have several ways for you to do this:

Internship Prep Series or Senior Prep Series: Internship Prep Series (IPS) is for any student who is/will be looking for an internship for the summer. This program has two-steps - one of them being to attend an interviewing workshop. Senior Prep Series is for anyone graduating in December or May who will be looking for a job. This program is also two-steps and focuses on search techniques and gives you hands-on interviewing practice. Once you complete either Prep Series, you'll be able to participate in on-campus interviews and resume drops (where we send your resume directly to the recruiter) for opportunities.

Keep Going.

We know this may be pushing it, but why not keep going? Use our Web site to log on to Career Connections, the database of WU alums who are willing to talk with you about your career search. Or, start talking with your friends and parents' friends about your interests to see if they know of someone who can help you. We know it freaks you out, but once you give it a whirl, it gets much easier. And, you can always ask us for help.
what's happening
at The Career Center

Resume Workshops.
Writing Your First Real Resume:  
7-8 p.m., Wed, Oct 25 @ 159 Umrath Hall  
5-6 p.m., Tue, Nov 28 @ 159 Umrath Hall  

Resumes & Cover Letters for the Internship Search:  
3:30-4:30 p.m., Thur, Nov 9 @ 159 Umrath Hall

Industry Workshops.  
Teaching Without Certification:  
4-5 p.m., Wed, Oct 25 @ 159 Umrath Hall
PR vs. Advertising Workshop:  
4-5:30 p.m., Wed, Nov 8 @ 159 Umrath Hall

Job Search Workshops.  
Accessing the Hidden Job Market:  
4-5 p.m., Tue, Nov 7 @ 159 Umrath Hall
How to Ace the Job Interview:  
3-4:30 p.m., Wed, Oct 18 @ 159 Umrath Hall  
4-5:30 p.m., Mon, Nov 13 @ 159 Umrath Hall  
Finding Your First Job:  
3:30-4:30 p.m., Wed, Nov 1 @ 159 Umrath Hall
Mining the Web for Jobs:  
5-6:30 p.m., Wed, Nov 15 @ 14 Eads Hall

Job Search Workshops.  
Finding a Job Abroad:  
3:30-4:30 p.m., Tue, Oct 31 @ 159 Umrath Hall
Finding a Job for the “Year Off”:  
4-5 p.m., Mon, Nov 6 @ 159 Umrath Hall
Evaluating the Job Offer:  
3-4 p.m., Fri, Nov 10 @ 159 Umrath Hall
Heat up Your Job Search Over Winter Break:  
5-6 p.m., Mon, Dec 4 @ Lopata Hall
Senior Prep Blitz:  
5-6:30 p.m., Wed, Oct 11 @ 159 Umrath Hall  
11-12:30 p.m., Thur, Oct 26 @ 159 Umrath Hall  
5-6:30 p.m., Tue, Nov 7 @ 230 Lopata Hall  
4-5:30 p.m., Thur, Nov 16 @ 159 Umrath Hall

Internship Search Workshops.  
Finding an Internship:  
4-5 p.m., Tue, Oct 24 @ 159 Umrath Hall  
4-5 p.m., Thu, Nov 2 @ Lopata Hall
How to Ace the Internship Interview:  
5-6:30 p.m., Thu, Nov 2 @ Lopata Hall  
5-6:30 p.m., Thu, Nov 30 @ 159 Umrath Hall

Etiquette Dinner  
5:30-7:30 p.m., Wed, Nov 1 @ the Whittemore House (Sign-up deadline is 10/27)

Composing a Life Panel.  
6-8 p.m., Tue, Nov 14 @ Women's Building Formal Lounge

Industry Events.  
Careers that Pay You to Practice Law  
4-5:30 p.m., Tue, Oct 17 @ Women's Building Formal Lounge
Working in Government & Public Policy  
5-6:30 p.m., Thu, Nov 9 @ Umrath Lounge

Careers that Pay You to Invent  
6-7:30 p.m., Tue, Nov 28 @ Women's Building Formal Lounge
Internships in the Arts  
4-5:30 p.m., Fri, Nov 10 @ Kemper Auditorium

Lunch With a Pro.  
Careers that Pay You to Travel  
11:45 a.m.-1 p.m., Mon, Oct 23 @ 159 Umrath Hall
Careers in Architecture  
12-1 p.m., Tue, Oct 24 @ Givens Hall  
12-1 p.m., Thu, Oct 26 @ Givens Hall
Architecture Portfolio Review.  
5-7 p.m., Mon, Oct 16 @ Lower Level of Givens Hall

For more information, log on to eRecruiting and use the “Calendar Search” function to find each workshop or event.