

HOW TO LAND YOUR DREAM JOB

SCOTT GONG TUTORING

HOW TO LAND YOUR DREAM JOB



TODAY'S AGENDA

Find your
purpose

Tell your
story

Getting
organized

The art of
body
language

The power of
normal
conversations

BUT FIRST... WHY AM I GIVING THIS TALK?

My story and how I conquered engineering jobs as a first
generation college student

MY STORY

Offers/Interviews/Attempts

Fall 2014 -
Started School:
0/0/6

**Summer 2015 -
STEM camp
instructor**

Fall 2015 -
Career Fair:
0/0/10

**Summer 2016:
UG Research &
1 class**

Fall 2016 -
Career Fair:
1/1/12

**Spring 2017 -
GE Appliances
Co-op**

Fall 2018 -
Career Fair:
5*/10/15

**Summer 2018 -
Eastman
Chemical
Intern**

Fall 2017 -
Career Fair:
1/6/14

**Fall 2017 -
GE Appliances
Co-op**

**Summer 2017 -
Volvo Trucks
Internship**

Spring 2017 -
Career Fair:
1/2/9

**Spring 2019 -
Graduated with
BS ME**

**Summer 2019 -
ExxonMobil
Internship**

Fall 2019 -
Career Fair:
1*/1/2

**2021-2023 -
Project Design
Engineer**

**2023 - present
Static
Equipment
Engineer**

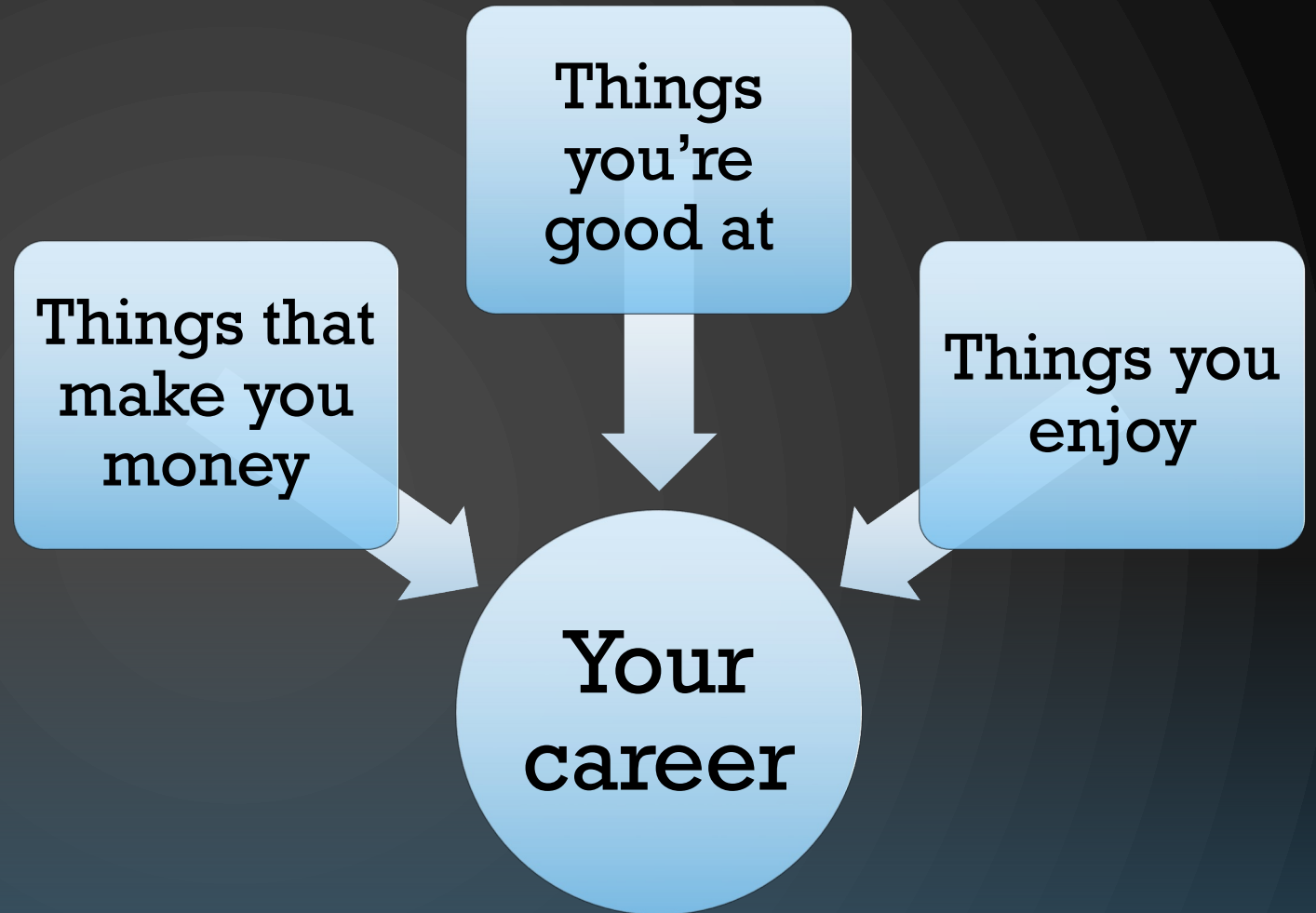
Add me on LinkedIn: Scott Gong (<https://www.linkedin.com/in/scottgong7/>)

FIND YOUR PURPOSE

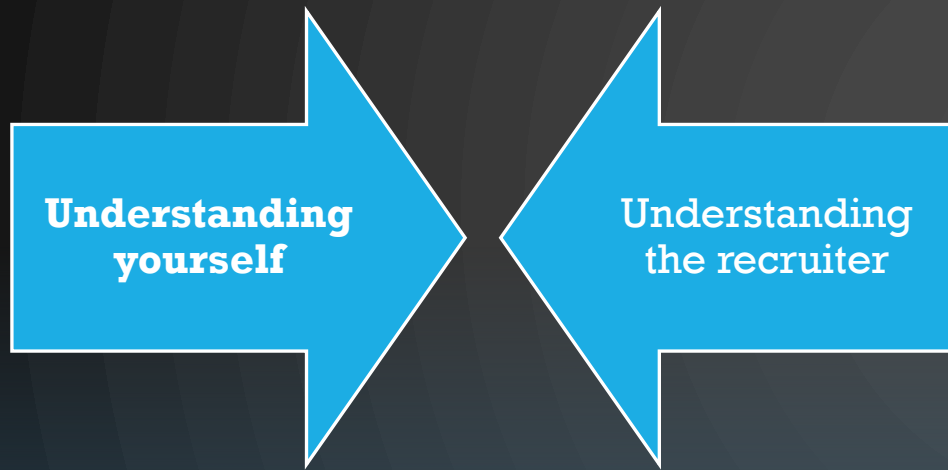
“The two most important days of your life are the day you are born and the day you find out why” –Mark Twain

FIND YOUR PURPOSE

Why are you in engineering school?

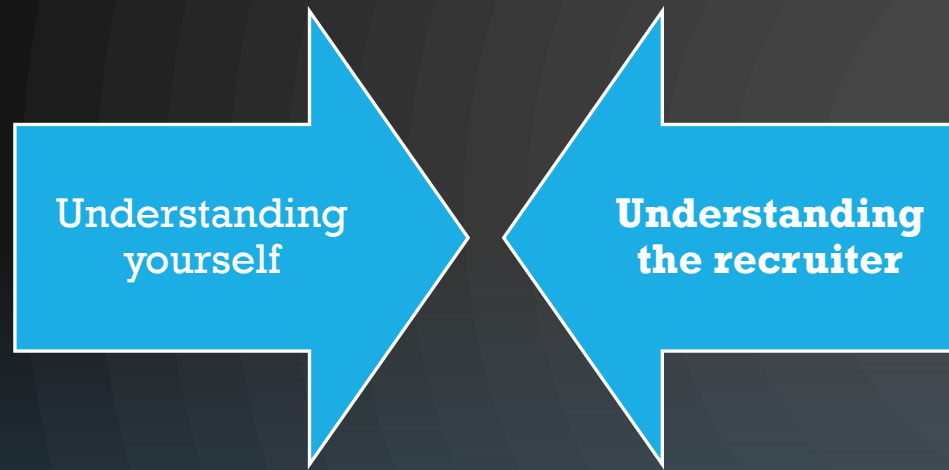


FIND YOUR PURPOSE – UNDERSTANDING YOURSELF



- Who are you?
- What are you passionate about?
- Where did you develop your skills?
- When do you perform best?
- Why am I qualified?
- How do I show that to the recruiter?

FIND YOUR PURPOSE - UNDERSTANDING THE RECRUITER



- Who are they?
- What are they looking for?
- Where do they keep their requirements?
- When did they go to school?
- Why are they passionate about their job?
- Would they want you as a coworker?

TELL YOUR STORY

“The measure of who we are is what we do with what we have” -Vince Lombardi

TELL YOUR STORY – THE RESUME

- Your resume should concisely tell your academic and professional story
- Use any website for basic resume structure – we won't cover that here
- Include quantifiable accomplishments with stats or metrics
- Locations are optional except in a few instances
- Sort by date vs sort by relevance
- Do a taste test: what items pop out to people the first time they read it?
- Get different people to look over your resume
- Self run-through: talk through your resume as if you were talking to a recruiter
- Old school: get nice resume paper
- Keep your LinkedIn up to date (did I mention to add me on LinkedIn?)

GETTING ORGANIZED

"If you fail to plan, you are planning to fail" – Benjamin Franklin

GETTING ORGANIZED – MAKE A PLAN

- Get a list of all the companies attending the career fair
- Obtain a floorplan map to see where all companies are located
- Decide the order in which you speak with companies
- Do your research
- Print out copies of your resume
- Update LinkedIn

GETTING ORGANIZED

Are you even an
engineer if you don't
make a spreadsheet
for everything?

- Priority level
- Status
- Speaking order
- Company name
- Location
- Pay
- Reference number (online job listing #)
- Details
- Expo attendance date

GETTING ORGANIZED – MAKE A SPREADSHEET

Priority	#	Don	Company	Location	Pay	Reference Number	Details	Sent	Interview	Letter	Date
N/A	1		Texas Instruments	Dallas, TX	\$ 30		Just talk to them again and potentially interview (for practice). Tell them that I interviewed last year and was offered a position but they were only looking for students who were graduating in 1 year. Say that in the event that I choose not to do my masters degree, I will be graduating in 1 year from the end of the internship and therefore eligible for the position.				Tues.
Medium	2		Marathon	Canton, OH; Catlettsburg, KY; Cincinnati, OH; Detroit, MI; Garyville, LA; Robinson, IL and Texas City, TX (Galveston Bay)	\$ 29		Reliability engineer: root failure analysis, optimization of maintenance predictive and preventative programs. Find new technology in design, materials, and repair methods to achieve refinery foals of longer running times at lower costs.				Tues.
Medium	3		Rolls Royce	Oakland, CA	\$ 20	00086610 / 00086559	CA: Good technical knowledge, strong interpersonal communication skills and technical writing, system engineering experience. (first one preferred) Other: great communications skills developed from life experiences and previous work.				Tues.
High	4		Honeywell	Clearwater, FL	\$ 20		Registered for their booth online already?	Y			Both
Top	5		Caterpillar	Clayton, NC (35 minutes from Mike)		170007ZM	Design: developing complex products and component concepts to release to production in a manner to ensure performance, durability, reliability, quality, and serviceability. Simulation: developing and using computational modeling to gain insight to the performance of components, systems, technologies, products, processes. Research		YES		Both
Low	6	Y	General Motors	Pontiac, Michigan	\$ 24		Connected with my linkedin profile??	Y	FastPass		Both
High	7		Ford	Palo Alto, CA and Dearborn, Mississippi		28401BR / 28400BR / 28402BR	CA position: Research & Advanced Engineering, Design/User experience most interested. Additional requirements: 3.4+ GPA, involvement with Formula SAE or similar extracurricular activities, strong communication skills, ability to work within diverse teams. Use Volvo to sub Formula and use GEA for communication and teamwork.				Tues.
Top	8	Y	Boeing	Charlston, SC / Seattle WA	\$ 28		Interview is in STAR format. >3.5 GPA, exceptional organizational and collaboration skills as demonstrated through leadership positions on teams and in student organizations, strong technical experiences as demonstrated through technical projects, research or engineering internships, exceptional communication skills and interest and enthusiasm related to engineering	Y	YES		Wed.
Medium	9		BMW	Spartanburg		170002X0	All positions listed on website are Spring 2018 positions, but are there any opportunities to design in the summer? I am interested in the "Driving Dynamics Mechanical Analysis Co-op" position for Spring 2018, but I can't take another semester off school so are there any similar positions for summer? https://bmwgroup.jobs/en_us/job?ref=170002X0				Wed.
Low	10		Northrop Grumman	San Antonio, TX and Baltimore, MD		17012199 / 17018336	TX: >3.7 GPA, Solidworks CAD/AutoCAD/Creo design experience MD: test equipment design, product design and development, drafting oversight and drawing creation, 3D CAD modeling. 3.7 GPA, previous experience, leadership and teamwork capabilities, interpersonal communication skills, extracurricular activities, good presentation & writing skills				Both
Medium	11		Lockheed Martin				Reference Ms. Susan Krause (person who I sent stuff to) and Ed Rooney, who I spoke to at the career fair last year. Sent Talentbrew information (what is that?)	Maybe			Wed.
Low	12		Eastman	Kingsport, TN			Fill out form on their website to receive information... no job postings?	Y?	YES		Both
Medium	13		Mathworks	15 miles west of Boston			EDL, 1 main project, real products, don't work with other interns, social events and hackathons, last couple of weeks - exposure to product support, connect with clients and help solve engineering projects. \$1250 lump sum + group for housing (meet other interns) + \$30/hour. HireView (Monday 1pm)		YES		Both
Medium			Cummins						YES		Tues.

There is a sample sheet at scottgongtutoring.com/resources - Print it out and bring it with you!

GETTING ORGANIZED – HOW TO DRESS

Business casual at the least – business professional preferred*

Clothes should fit well and not be wrinkled

Most recruiters will be wearing polos or t-shirts anyways

GETTING ORGANIZED – ELEVATOR PITCH

30 second pitch about yourself and your interests

First 2 sentences are standard

Last 3-5 sentences may be catered to the particular company/role of interest

GETTING ORGANIZED – ELEVATOR PITCH

1-2

- Introduction and standard info about yourself
- What your primary interests are

3-4

- What your skills and experiences are (related to job role you are seeking)
- Why you are interested in this company and what soft skills you have that match with the company values

5-6

- A small blurb about your extracurriculars
- Chat about an interest or hobby you enjoy outside of work
- OR can end with a directed question about the company

GETTING ORGANIZED – ELEVATOR PITCH

Hi [shakes hand] my name is Scott, and I am a senior in mechanical engineering. I'm interested in a full time position that revolves around design and testing. I have some extensive internship experience where I was able to design parts for XYZ. I see that your company listed a position for an entry level design engineer - I think this position suits me well because I worked on medium sized teams in my previous experiences and frequently give design presentations for my classes. Outside of class, I am the Virginia Tech ASME Event Coordinator and a member of the Asian American Association. Outside of school I enjoy playing golf, exercise, and fishing!

scottgongtutoring.com/resources

THE BIG DAY

“If language was given to men to conceal their thoughts,
then gesture’s purpose was to disclose them” –John Napier

APPROACHING A RECRUITER

- Firm handshake and smile
- When to hand them your resume
- Guiding the conversation
 - Look for common interests
 - Take mental notes when they speak
- Oftentimes, a recruiter will make the decision whether or not to give you an interview before you even hand them your resume – the resume is just a formality
- Add them on LinkedIn and get business card

THE ART OF BODY LANGUAGE

- Make sure you are square with the recruiter (don't mistaken this with "squaring up with the recruiter")
- Don't slouch, this also improves airflow to your lungs and helps your breathing – important when you're nervous!
- Lean in slightly – subtly shows interest
- Make strategic eye contact and use hand motions
- Where does the recruiter's eyes stop when glancing over your resume?

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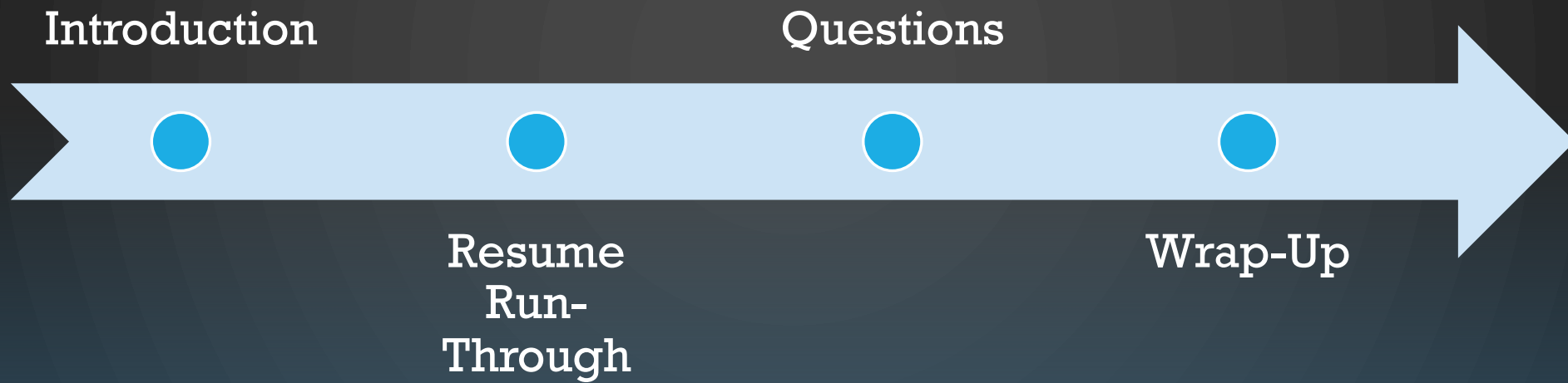
THE INTERVIEW

“Knowledge will give you power, but character respect” –Bruce Lee

WHO WILL BE INTERVIEWING YOU?

- Technical Engineers
- Human Resources
- Engineering Management

GENERAL INTERVIEW FORMAT



TYPES OF INTERVIEWS

BEHAVIORAL/SITUATIONAL

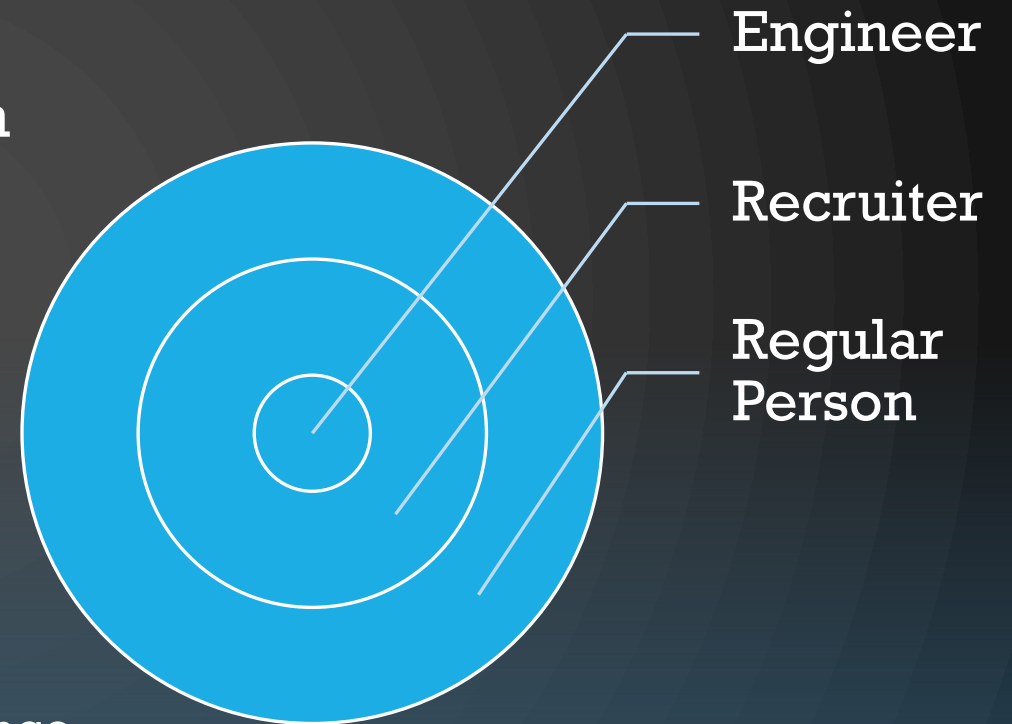
- “Tell me about a time when you had to rush to meet a deadline?”
- “Describe a time when you experienced failure?”

TECHNICAL

- “Analyze this structure and tell me where the maximum stress occurs
- “How would you go about designing [blank]?”

THE POWER OF NORMAL CONVERSATIONS

- Treat the interview like a normal conversation, treat the interviewer like a normal human being (that's what they are...right??)
- “Tell me about yourself”
- Lead the conversation in a way that highlights your strengths
 - E.g. Answer in ways that allow you to reference certain projects or experiences



ASKING THE RIGHT QUESTIONS

- What was your expectation of your career going into the company and how has your experience differed from your expectation?
- What was your favorite project that you've worked on?
- What does “excellent performance” look like for a new hire in their first year?
- What can I do to prepare myself to take on a role at this company?

SUMMARY

- Find your purpose – know yourself
- Tell your story – build a solid resume
- Getting organized – preparing for the career fair
- The art of body language – speaking with the recruiter
- The power of normal conversations – interviewing techniques

ENGINEERING CRASH COURSES

- Compiled from tutoring hundreds of students over the last 6 years

- Think like an engineer

- Use as a reference while you take the VT course

- Examples from actual assignments and past tests

- Be able to solve problems in each of the major topics

[**scottgongtutoring.com/crash-course/**](http://scottgongtutoring.com/crash-course/)

The background features a series of concentric circles in shades of dark blue and grey, creating a tunnel-like effect. At the bottom of the image, there is a horizontal band showing a wooden floor with vertical planks.

GOOD LUCK!

Questions?