



Achieving Sustainable Productivity
Meeting Customer Demand in an Unpredictable World

Volunteer Leadership
Workshop at
2011 APICS International
Conference & Expo




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The Association for
Operations Management®

How to Get a Job as a Recent Graduate In a Recession

- By Kuntal Trivedi




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Session Learning Objectives

- Share with you my experiences as a new graduate
- Learn six guidelines to use in order to land your first job
- Share some resources APICS offers that can help you in landing your first job



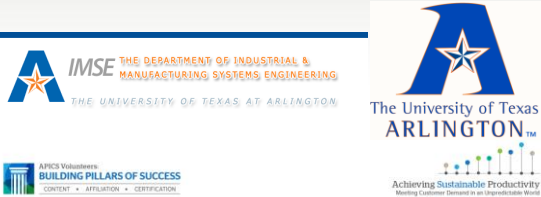
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My Story

- My name is Kuntal Trivedi
- I graduated with a Masters in Industrial Engineering from the University of Texas at Arlington



My Story

- In college I applied to a ton of companies for an internship but was not successful
- I did my first non-paying internship in a company called Bluff Manufacturing in Fort Worth, TX
- Then, I got a big break. I got an internship at Texas Instruments based on my bachelor's degree in electronics and communication engineering



My Story—The Lesson

“It is not the strongest of the species that survives, nor the most intelligent that survives. It is the one that is *most adaptable to change.*”— Charles Darwin

- Be open to non-paying internship because it is going to give you the valuable experience
- Take an opportunity even if it is in a field that is not what you planned for initially



My Story

- Two semesters before I graduated, I applied for a job at small manufacturing company in Dallas online
- I got called for the interview while I was still working at Texas Instruments as an intern
- I went through seven rounds of interviews and finally got the offer
- The company was so eager to hire me right away that it could not wait for me to graduate. They tried to talk to my professors at college to arrange for a second internship while I was still in college
- I am still happily employed with the same company after 6 years



My Story—The Lesson

“The successful warrior is the average man with a laser like focus.”—Bruce Lee

- Instead of applying to every job opening out there, I started to focus on local companies in the manufacturing field.
- Instead of having a general résumé and cover letter, I customized them for each job opening.



My Story—The Lesson

**“Success always comes when preparation meets opportunity.”
—Henry Hartman**

- There is going to be tough competition in the job market.
- Preparation is key.



Six Guidelines in Order to Get a Job as a New Graduate





1. Build Your Portfolio

- Personal projects
- Do volunteer work
- Develop leadership skills





2. Build Your Network

- Use social media—LinkedIn
- Connect with recruiters/headhunters
- Friends and family
- Think win-win





3. Be Smart about Using Existing Resources

- Use college or school alumni network
- Attend college job fairs
- Use career services





4. Embrace Change

- Be open to relocation
- Be open to lower salary for the right opportunity
- Accept a non-paying internship for the work experience
- Be willing to work in different fields





5. Prepare a Killer Résumé and Cover Letter

- Have a professional résumé and cover letter
- Customize based on requirements
- You are in sales



6. Focus on the Job Search

- Applying for a job is a full time job itself
- Be consistent
- Don't give up



Resources offered by APICS

- APICS Career Center
- APICS career development tools
- APICS Learning Communities
- APICS certification programs



APICS Career Center



APICS Career Development Tools



Conclusion

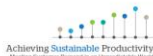
Six guidelines on landing a job as a new graduate

1. Build your portfolio
2. Build your network
3. Be smart about using existing resources
4. Embrace change
5. Prepare a killer résumé and cover letter
6. Focus on the job search

Use APICS resources like the APICS Career Center, career development tools, Learning Communities, and certification programs



Questions?



Speaker Bio

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