



Queens campus

Fall 2009

Career Fair

Wednesday, October 7, 2009
10 a.m. – 2 p.m.

Taffner Field House

Sponsored by the Career Center

Career Fair Guide

St. John's University

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Fall 2009 Career Fair Employer Directory

AABR

Web Site: www.aabr.org
Profile: AABR is a non-profit agency that offers people with development disabilities and autism and their families a wide range of individualized programs and services. Compelled by our mission we continue to meet the needs of our consumers by offering Adult Day Treatment Programs, Family Services, Recreation Programs, a Vacation Retreat, Residential Services, Thrift Shop Program and the New York Child Learning Institute, a school for children with autism.
Industry: Non-Profit
Types of Positions: Full-time, Part-time
Position Title(s): Entry Level Positions as Direct Care Counselors working either 4PM-12AM or 12AM-9AM. We also have some Managerial positions available working in a group home with the developmentally disabled.

ABERCROMBIE & FITCH

Web Site: www.bercrombie.com
Profile: The highest quality, casual, All-American lifestyle clothing for aspirational men and women.
Industry: Retail
Types of Positions: Full-time
Position Title(s): Manager in Training

ADULTS AND CHILDREN WITH LEARNING AND DEVELOPMENTAL DISABILITIES (ACLD)

Web Site: www.aclid.org
Profile: ACLD (Adults and Children with Learning and Developmental Disabilities) is a leading not-for-profit agency that proudly serves the needs of individuals with developmental disabilities and their families. The ACLD mission is to provide the opportunity for children, teens and adults with developmental disabilities to pursue enviable lives, increase their independence and improve the quality of their lives.
Industry: Non-Profit
Types of Positions: Full-time, Part-time
Position Title(s): Day Habilitation Specialist, Day Habilitation Supervisor, Direct Support Professional

AFLAC

Web Site: www.aflac.com
Profile: AFLAC is short for the American Family Life Insurance Company and is mostly known for its famous duck commercials. It was founded on November 17, 1955 by three brothers, John, Paul, and Bill Amos. AFLAC is a FORTUNE 500 company and is the world's largest supplemental insurance company. The company is the number one provider of guaranteed-renewable insurance in the United States and Japan. AFLAC has over 40 million policy holders including over 430,000 U.S. businesses that offer AFLAC to its employees on a voluntary basis. AFLAC pays cash benefits directly to its policyholders and has many plans that can help employees cover indirect costs and expenses not covered by an individual's major medical plan.
Industry: Business/Industry
Types of Positions: Academic Internship, Paid Internship
Position Title(s): Sales/Marketing Management Internship

AFLAC NY

Web Site: www.aflacny.com
Profile: AFLAC sells supplemental health and life insurance in the United States and Japan. In the United States, AFLAC is known for its policies, which pay cash benefits when a policyholder has a covered accident or sickness. Most of AFLAC's policies are individually underwritten and marketed through its independent agents. Since 1999, the company's identity has become more widely recognized, as the result of commercials featuring the AFLAC Duck.
Industry: Business/Industry
Types of Positions: Full-time, Part-time
Position Title(s): Sales/Marketing Associate

MARCUM LLP

Web Site:
Profile:

www.marcumllp.com
Marcum LLP is one of the largest independent public accounting and advisory services firms in the nation. Ranked 20th among the "Top 100 Firms" by *Accounting Today*, Marcum offers the resources of more than 800 professionals, including 87 partners, in 10 offices throughout New York, New Jersey, Connecticut, Florida and Grand Cayman. Established in 1951, Marcum (previously known as Marcum & Kliegman LLP) is a regional leader, delivering the personal attention of a small firm matched with the global resources and experience of a larger firm. It is ranked as the leading accounting firm on Long Island as well as one of the top firms in the New York metropolitan area and on the East Coast. In 2009, Marcum was named one of the "Best Companies to Work for in New York" by the New York State Society for Human Resource Management.

Industry:
Types of Positions:
Position Title(s):

Business/Industry
Full-time
Tax Staff Accountant, Audit Staff Accountant, Tax Intern, Audit Intern

MARGOLIN, WINER & EVENS LLP

Web Site:
Profile:

www.mwellp.com
Margolin, Winer & Evens, LLP is Long Island's largest regional CPA firm. It is a progressive and premier Firm led by a team of 27 partners and over 200 staff.

Industry:
Types of Positions:
Position Title(s):

Business/Industry
Full-time
Staff Accountant

MARINE CORPS

Web Site:
Profile:

www.MarineOfficer.com
Marine Officer Programs afford college students and graduates an opportunity to earn Presidential Commission through a challenging leadership internship at Officer Candidates School (OCS) in Quantico, Virginia. Undergraduate men and women (freshmen, sophomores and juniors) enroll in the Platoon Leaders Class (PLC) while seniors and graduates enroll in the Officer Candidates Course (OCC). The PLC and OCC Programs designed to screen and evaluate candidates for the leadership, physical mental and moral attributes necessary for service as Marine Officers.

Industry:
Types of Positions:
Position Title(s):

Government
Full-time, Paid Internship
Office of Marines

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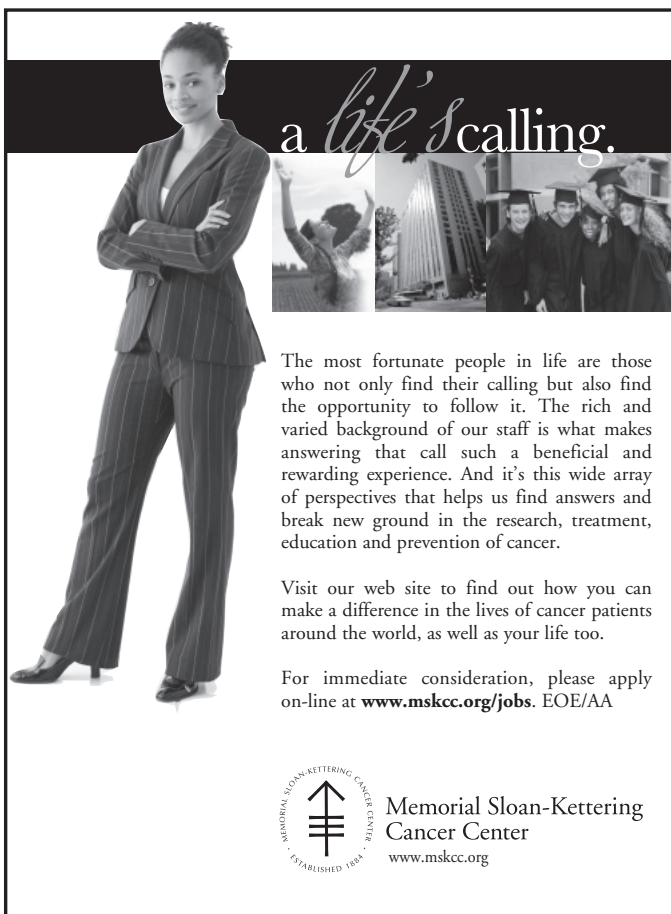
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Web Site:
Profile:

www.mskcc.org/jobs
Memorial Sloan-Kettering Cancer Center is the world's oldest and largest private institution devoted to the prevention, treatment and cure of cancer. Founded in 1884, Memorial Sloan-Kettering has long been a leader in early detection, precise diagnosis, and individually tailored treatments for cancer.

Industry:
Types of Positions:
Position Title(s):

Medicine/Healthcare
Full-time
Entry-Level Healthcare Administration Opportunities, Clinical Research Positions, Laboratory Research Positions, PAs, Medical Technologists, Pharmacy Positions, Radiology Positions




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Marketing Your Liberal Arts Degree

As liberal arts graduates enter the job market, their direction may not be as obvious as that of their technically trained counterparts. For the most part, engineering or computer science majors know exactly where to target their efforts.

Liberal arts majors are less fortunate in that regard—such a heading cannot be found in the want ads. Yet if they learn to target their aptitudes, they have as good a chance as anyone to find meaningful work.

Students are no longer necessarily hired just because they have a particular degree. Math and physics majors are getting engineering jobs and liberal arts majors are getting accounting jobs. The reason new graduates are being hired is because they have specific skills that meet the needs of the employer.

No one is more suited to this approach than the liberal arts major. What you need to do, explains one career advisor, is to find out what you really want to do—regardless of your major. “Students often ask, ‘What can I do with a major in philosophy?’ But that’s the wrong question. The real questions are, ‘What fascinates me? How can I connect my interests with a job? What do I really want to be doing in 20 years?’”

Once you have answered those questions, look at possibilities for matching your interests with a job. There are more options than you might think. Don’t get stuck on titles. For instance, if you want to be an autonomous problem-solver, someone with good communication skills who can do a good job of synthesizing sources (as in writing term papers), forget about the titles and look at the job descriptions. Management consultants, career specialists,

personnel managers, teachers or trainers within organizations and schools are just a few options.

As a liberal arts major, you have to do much more work in terms of researching different job markets and finding out where there is a demand. Conduct in-depth research on any companies that appeal to you, and try to match their needs to your wants. You must be specific, however. It is possible to be too general, too open and too flexible.

To be successful, you should combine your long-term vision with short-term specificity. Present yourself to your potential employer as someone who both understands the broad goals of the company and has the ability to grow and contribute in the long run. But most importantly, show how you can excel in that specific job. And this, most likely, will involve some specialized skills. If you’ve taken business courses, had work experiences or utilized a computer in your liberal arts work, point out those strengths.

Once you’ve taken the time to determine your real interests and have set some long-term goals, map out a plan—long- and short-term—on how to get there. Resources are plentiful—from the *Occupational Outlook Handbook* or *Dictionary of Occupational Titles* to numerous general job search books, as well as those dealing with specific topics such as *What to Do with a Degree in Psychology*, *The Business of Show Business*, etc.

Your liberal arts education has equipped you to take a broad topic and research it. Use those skills to make the connection between what you want and what companies need. Once you find job descriptions that match your long-term interests, set about shaping your resume and, if need be, getting the additional specific skills, training or certification to get that first job.

Your first job may not match your long-term goal. But it’s the first step. And that, at this point, is the all-important one.

What Liberal Arts Graduates Are Doing

A sampling of the wide range of positions filled by liberal arts graduates:

Accountant	Marketing representative
Administrative assistant	Medical/dental assistant
Advertising account executive	Museum coordinator
Air traffic controller	Office administrator
Artist	Outpatient therapist
Auditor	Paralegal
Bank manager	Photographer
Business systems analyst	Probation officer
Buyer	Product specialist
Child support enforcement officer	Psychologist
Claims examiner	Public relations specialist
Communications specialist	Quality engineer
Computer specialist	Recreation administrator
Copywriter	Research analyst
Counselor	Restaurant manager
Customer service representative	Retail manager
Editor	Sales representative
Employee relations specialist	Social worker
Engineering planner	Speech pathologist
Financial consultant	Stockbroker
Graphic designer	Systems analyst
Hotel manager	Tax consultant
Human resource specialist	Teacher
Industrial designer	Technical writer
Interpreter/translator	Transportation specialist
Journalist	Underwriter
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Management consultant	Writer



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Dealing With Rejection in the Job Search

After meticulously preparing your cover letters and resumes, you send them to carefully selected companies that you are sure would like to hire you. You even get a few job interviews. But all of your return correspondence is the same: "Thanks, but no thanks." Your self-confidence melts and you begin to question your value to an employer.

Sometimes, we begin to dread the BIG NO so much that we stop pursuing additional interviews, thereby shutting off our pipeline to the future. We confirm that we couldn't get a job because we stop looking. Remember, fear of rejection doesn't have to paralyze your job search efforts. Let that fear fuel your determination; make it your ally and you'll learn a lot.

Eight Guidelines to Ward Off Rejection

- 1. Depersonalize the interview.**
Employers may get as many as 500 resumes for one job opening. How can you, I and the other 498 of us be no good?
- 2. Don't make it all or nothing.**
Don't set yourself up for a letdown: "If I don't get this job, I'm a failure." Tell yourself, "It could be mine. It's a good possibility. It's certainly not an impossibility."
- 3. Don't blame the interviewer.**
Realize interviewers aren't in a hurry to think and behave our way. Blame your turndown on a stone-hearted interviewer who didn't flatter you with beautiful compliments, and you will learn nothing.

- 4. Don't live in the past.**
When you dredge up past failures, your nervous system kicks in and you experience all the feelings that go with failure. Unwittingly, you overestimate the dangers facing you and underestimate yourself.
- 5. Don't get mad at the system.**
Does anything less pleasurable exist than hunting for a job? Still, you must adjust to the world rather than make the world adjust to you. The easiest thing is to conform, to do what 400,000 other people are doing. When you sit down to play bridge or poker or drive a car, do you complain about the rules?
- 6. Take the spotlight off yourself.**
Sell your skills, not yourself. Concentrate on what you're there for: to find out the interviewer's problems and to show how you can work together to solve them.
- 7. See yourself in the new role.**
Form a mental picture of the positive self you'd like to become in job interviews, rather than focusing on what scares you. All therapists agree on this: Before a person can effect changes, he must really "see" himself in the new role. Just for fun, play with the idea.
- 8. Keep up your sense of humor.**
Nobody yet has contracted an incurable disease from a job interview.

Written by Roseanne R. Bensley, Career Services, New Mexico State University.

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