**How to talk to Employers at Career Fair**

Stand straight and talk

Research the company and position, recite experience one by one and connect to the position

Ask open ended question

1. How are you
2. Appreciate to talk
3. Name Year and major
4. My experience is this and I think it matches one of the psoitio that requires this, so I wanted to see what you think about my match to this position because of course, I aspire to be a GNC engineer at this place, I thiknk GNC engineering is really cool since it is what makes the rockets, airplanes and anything in air to move the way we want it to that’s what I had imagined as a kid an engineer would do, and doing that at \_\_\_\_\_, I could also achiewve my professional goal to help everyone.

So yeah I want to know if you think I could be the right fit for this position, and what kind of people you guys looking for. And also, learn more about this position too.

1. Ask about advice to get into internship or pass internships, technical questions
2. How to follow up with more questions

**Research company**

1. Open roles
2. What they do and who they do it for
   1. One reason why I want to work here
3. Company size for context
4. Find current news
5. Print out resumes

**During Fair**

1. Go to company you are less interested in first
2. Strong handshake
3. I am Bonsuck Koo
4. I am glad seeing you guys here. I am really interested in this company because…
5. Hand in a resume maybe
6. Ask What do you do for the company, how long have you been with the company?
7. I noticed you have this role open, and I am a professional experience in z and I have \_\_\_ accomplishment.
   1. I am about to graduate with integrated Master and Bachloer’s degree in ME this December. And I have developed… using C++, MATLAB, Simulink to develop….at Blue and Sandia and Relevant course at UT
8. Does that sound like what you guys are looking for this job?Cause my understanding for this job is this and that. Is that right?
9. Questions
   1. What you been excited about the company?
   2. Do people stay there long? And what makes them stay long?
      1. What do they like about or enjoy?
   3. Is this company what you expected?
   4. Common mistake for early careers in company or during interviews
10. Close out
    1. Do you have a card?
    2. How should I follow up
    3. Remind me of your name?
11. Follow up with a email
    1. Great meeting you
    2. Reiterate my interest in company
    3. Reattach resume and clearly state which role I am interested in.

**~~Elevator Pitch:~~**

~~Are you familiar with blockchain technology?~~

~~What do I do~~

~~Who do I do it for~~

~~How do I do it~~

~~Why it matters~~

~~I am the head of marketing at B company where I educate customers on how blockchain can be utilized for their busines’. IT's still at tech that ppl have lot of questions about. We just launched education course that got a hgundred thoughsand signups ion one week. How do you keep up with new technology?~~

~~You know how when people become business owners or entrepreneuers, often their work-life balance goes out the window? I am a virtual asistatn who picks up those little taks and allows people to breath, and focus on what they do best. Have you been able to find the right work-life balance?~~

**Tell me about yourself**

*Who you are.*

I am a mechanical engineering masters student studying aerospace topics and controls

*Your Highlights*

Share what you been up to

*Why this role*

Don’t ramble too much

Most important information

I believe this role is the perfect match for me, because I have always been passionate about helping people around the world, and I am excited that I could get a chance to work at \_\_\_\_ that has mission to help the society and…etc.. use my skills to contribute to that effort. This company’s reuputation for cutting edge techj and focus on this mission for people is highly motivating

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Aegis Aerospace

Lockheed Martin:

Applied to

Guidance Navigation and Control Engineer (671543BR)

Guidance Navigation and Control Engineer (671541BR)

Guidance Navigation and Control Engineer (671546BR)

Guidance Navigation and Control Engineer -Dallas, TX (673784BR)

Guidance, Navigation & Control Engineer - Early Career - Orlando, FL (673768BR)

Odyssey Space Research:

Applied to

Aerospace and Software Engineer

Space X:

Could ask why I couldn’t get Starship interview

Applied to Falcon and Starshield GNC engineer position

APL:

No jobs I see

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Advanced Space ( Maybe)

Draper:

Applied to Space & Missile Guidance & Control Engineer (JR000144) and Guidance, Navigation & Control Engineer (JR000369)

Lockheed Martin:

Reference 9/10

MIT Lincoln Lab:

Should I apply to Autonomous Systems GNC Engineer-Associate Staff?

Requires 3 years of experience

Odyssey Space Research:

Reference 9/10

RTX:

Ask for any early career GNC positions

Space X:

Reference 9/10