**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

Intuitive Machines

I look for companies that can benefit our society the most because that is my professional goal. From my previous internship, I had a chance to lead a project to help HVAC technicians, and the magnitude of impact that I realized that I could have as an engineer as well as the appreciation that I received for helping them was so rewarding that I wanted to seek greater work that can benefit greater society. And I believe Intuitive machines shares that desire with me. It aims to “open access to the Moon for the progress of humanity”. It has shown that it could do so with its recent launch. I would love to contribute to Intuitive Machines’ goal in as a GNC Engineer!

Applied to:  ​Simulation Software Developer position

Lockheed Martin:

Applied to

Guidance Navigation and Control Engineer (671541BR)

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

Guidance, Navigation and control Engineer - Highlands Ranch, Colorado(676606BR) Orion

Guidance Navigation & Control Engineer - Early Career - Grand Prairie, Texas (673783BR) IAMD / LT-P3-DV / P3-DV IRAD

Guidance, Navigation & Control Engineer - Orlando, FL (673772BR) Orlando/ADSW/JASSM/JASSM CON

1. Strong handshake
2. I am Bonsuck Koo
3. I am glad seeing you guys here, and hoped to talk to you guys in Lockheed Martin with yalls mission to keep people safe which aligns with what I want to do, and of course I think you guys are one of the reasons why I believe our country is the strongest in the world with top-notch solutions you guys provide for the nation.
4. Hand in a resume maybe
5. What do you do for the company? how long have you been with the company?
   1. I noticed you have this role open, and I am graduating this december with integrated Master and Bachelor’s degree in ME but has been studying and gaining experience in GNC engineering.
   2. My understanding for most of these GNC positions is that all of these positions require proficiency in C++, MATLAB and SIMULINK. But I want to express a specific interest in the Early career position for IAMD program. It requirement is to have experience in C++. I have gained proficiency in it through drone project I did in a course last semester, in which my team placed second for the competition in class, and for MATLAB and SIMULINK I gained proficiency through my internship in Blue Origin and currently at Sandia national Laboratory as a GNC engineering intern. I helped develop Blue Origin’s Simulink simulation for one of its rockets adding a feature and enabling one of the navigation blocks to improve its fidelity. I got an extensive experience in Git and MATLAB and Simulink through that, which is also a requirement for the GNC job description. In Sandia Currently I am developing an unclassified version of one of its flight vehicle 6-DOF simuilation, which I see that for GNC position for Integrated air and missile defense program that this engineer will be doing.

* 1. There are other relevant experiences and skills I can talk about related to these positions, so Does that sound like what you guys are looking for this job? IF not what kind of candidates are you guys looking for? Icould talk more about?

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**Space X:**

Could ask why I couldn’t get Starship interview

Applied to Falcon and Starshield GNC engineer position

1. Strong handshake
2. I am Bonsuck Koo
3. I am glad seeing you guys here, and hoped to talk to you guys in Space X with yalls mission to making humanity multiplanetary which aligns with what I want to do, and of course you guys are at the forefront of space travel and became the inspiration for everyone in the world to reach out for space. I really hope I can get a chance to contribute to SpaceX’s effort. So that’s why I want to know you and show I can offer for you guys and ask questions! If I may?
4. Hand in a resume maybe
5. What do you do for the company? how long have you been with the company?
   1. I noticed GNC Engineer for Falcon is currently open and I did apply for it, and I am graduating this december with integrated Master and Bachelor’s degree in ME but has been studying and gaining experience in GNC engineering.
   2. For Falcon 9 GNC engineer requires C++. I have gained proficiency in drone project I did in a course last semester, in which my team placed second for the competition in class.

Other qualifications like knowledge in orbital mechanics, modeling, etc. I have shown my understanding through projects and courses, which I can talk more about.

* 1. And I know SPacex you guys are looking people who does extra outside of what has been given! And my tendency is to take that extra step. This job requires a professional experience with launch vehicle, and I helped to develop Blue Origin’s Simulink simulation for one of its rockets adding a feature and enabling one of the navigation blocks to improve its fidelity. I got an extensive experience in Git, which is essential in any GNC work. In Sandia Currently I am developing an unclassified version of one of its flight vehicle 6-DOF simuilation. In both of those psotiions I have and am improving flight vehicles models in MATLAB and Simulink. Lastly, I had taken a leadership role in Gudaloop( it’s UT Austin’s student hyperloop team). I can also talk about those too.
  2. Lastly I want to emphasize that Itruly believe in making humanity multiplanetary, I believe it is one of the solutions for Global warming and human advacenemtns. So I really want to help spaceX ,which aligns with my professional goal and contribute to its work as a GNC engineer.So Does that sound like what you guys are looking for this job? IF not what kind of candidates are you guys looking for? What do I lack in to get an interview and even pass the interview?

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