**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)

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. C++. I have gained proficiency in drone project I did in a course last semester 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. In both of those psotiions I have and am improving flight vehicles models in MATLAB and Simulink.
   3. 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?
6. 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
7. Close out
   1. Do you have a card?
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   1. Great meeting you
   2. Reiterate my interest in company
   3. Reattach resume and clearly state which role I am interested in.

**Odyssey Space Research:**

Applied to

Aerospace and Software Engineer

1. Strong handshake
2. I am Bonsuck Koo
3. I am glad seeing you guys here, and hoped to talk to you guys in Odyssey with yalls mission to get spacecraft and people into space which aligns with what I want to do.so I hope to know the people in the company and ask about a positon I saw. If I may ask other questions too.
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 this aerospace engineer position is that it requires proficiency in C++ and software development cycle. I have became proficient in c++ through a course that I got to develop a path algorithm for a drone, and I have been involved in software development cycle by working on simulations for software in the loop (SIL) tests through my internship in Blue Origin and currently at Sandia national Laboratory I am also working on a simulation for a flight vehicle.
   3. There are other experiences and skills I can talk if you are looking for something other skills and I hope to close in the gap between the person you guys are looking versus myself, so please let me know if these are what you guys are looking for and if there other qualities you guys emphasize.
6. 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?
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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. My understanding for most of this Falcon GNC positions is you need to have proficiency in C++, which I gained proficiency in a drone project I did in a course last semester where I developed and implenmented a path finding algorithm, and I was also involved in improving software in the loop simulation for a flight vehicle for Blue Origin through my internship and I am currently at Sandia national Laboratory as a GNC engineering intern working on a flight vehicle simulation here as well. I have other experiences that I demonstratye my communication skills and that I am a fast learner. 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?
6. 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
7. Close out
   1. Do you have a card?
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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