

BINGHAMTON  
UNIVERSITY  
STATE UNIVERSITY OF NEW YORK

SPRING 2012

**JOB AND  
INTERNSHIP  
FAIR**

**THURSDAY, FEBRUARY 9, 2012  
11 A.M. - 3:30 P.M.**

**EVENTS CENTER**

**SPONSORED BY CAREER DEVELOPMENT CENTER,  
DIVISION OF STUDENT AFFAIRS**

February 9, 2012

**Welcome to the Job & Internship Fair!** Organizations from the private, not-for-profit and government sectors are visiting campus today because they are interested in promoting their organization to Binghamton University students.

This is a unique chance to gain insight into careers and present your resume to potential employers for internship or job opportunities. In addition, use this event to practice talking about your career or professional aspirations, marketable skills, and experiences that make you a qualified applicant. Here are some tips to help you make the most of today's event:

#### **How to Make Best Use of the Fair**

- Take a few minutes to review this program in its entirety.
- Determine a priority list of organizations based on your interests and goals.
- Talk to all of the organizations on your priority list first, and then look for other organizations that may have opportunities less familiar to you.
- Approach your selected organizations with poise and confidence.
- Ask recruiters you meet for a business card.

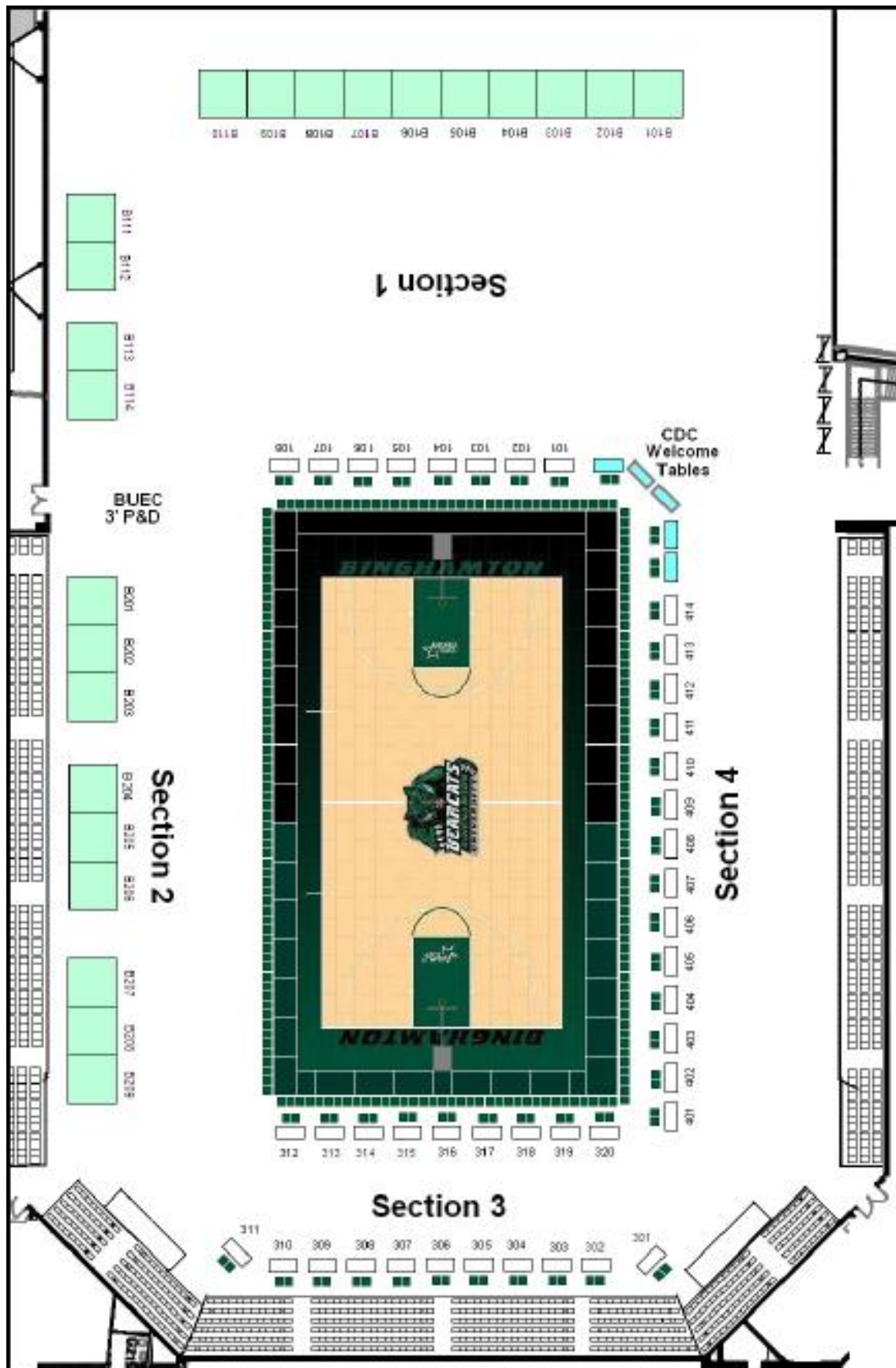
#### **Ideas for Questions**

- What entry-level positions/internships in (mention your career interest) are available in your organization, and what kinds of people do you hire to fill them?
- Are there some specific skills, work experience or educational background that you look for?
- Does your organization hire on a continual basis or just at certain times of the year?
- What is your hiring process?
- What challenges and opportunities are associated with the position?
- Tell me about your organization's culture.
- What are the characteristics of your most successful employees?
- What opportunities for advancement are available in your organization?

#### **After the Event**

- Send a brief follow up letter or email to recruiters with whom you spoke at the fair, thanking them for their time and highlighting your qualifications.
- The Job & Internship Fair should be just one part of your job search. Especially in this economy, it is important to use all your resources and network!
- Use eRecruiting for CDC's on campus interviewing program, job/internship posting services, and resume books.
- Attend employer information sessions listed in eRecruiting.
- Visit CDC's website <http://cdc.binghamton.edu> for more information about CDC services, programs, and links to many career-related websites.
- Attend other CDC programs this semester. Be proactive!
- "Like" CDC on Facebook.
- **Visit CDC. Take advantage of all that is available to you!**

Nancy Paul  
Director, Career Development Center



<b>Employer Name</b>	<b>Section/Table/Booth</b>
<b>Amazon</b>	<b>Section 1 Booth 110</b>
Amphenol Aerospace Operations	Section 3 Table 310
Assured Information Security	Section 4 Table 403
AXA Advisors (NYC Branch)	Section 3 Table 315
<b>BAE SYSTEMS</b>	<b>Section 1 Booth 108</b>
Becker Professional Review	Section 1 Table 101
Binghamton University - Athletics	Section 1 Table 104
<b>BLOOMBERG L.P.</b>	<b>Section 2 Booth 209</b>
CavalierIT Inc	Section 3 Table 318
Central Hudson Gas & Electric	Section 3 Table 312
Citizen Schools	Section 4 Table 413
Colonial Voluntary Benefits	Section 3 Table 317
Cooperstown Dreams Park	Section 1 Table 106
<b>Crestron Electronics, Inc.</b>	<b>Section 2 Booth 207</b>
<b>Deloitte</b>	<b>Section 1 Booth 112</b>
eClinicalWorks	Section 4 Table 404
Emerson Network Power Surge Protection, Inc.	Section 3 Table 320
<b>ERNST &amp; YOUNG, LLP</b>	<b>Section 2 Booth 206</b>
FDM Group LTD	Section 3 Table 302
<b>Financial Industry Regulatory Authority (FINRA)</b>	<b>Section 1 Booth 107</b>
First Investors	Section 4 Table 407
<b>FlexTrade Systems, Inc.</b>	<b>Section 1 Booth 103</b>
Friedman LLP	Section 3 Table 311
<b>Frito Lay, Inc.</b>	<b>Section 2 Booth 204</b>
<b>General Dynamics Electric Boat</b>	<b>Section 1 Booth 111</b>
<b>Goldman Sachs &amp; Co.</b>	<b>Section 1 Booth 114</b>
Hipotronics, Inc.	Section 4 Table 406
<b>Iberdrola USA (NYSEG)</b>	<b>Section 2 Booth 205</b>
ITHACA CITY SCHOOL DISTRICT	Section 4 Table 414
KPMG LLP	Section 3 Table 301

<b>Employer Name</b>	<b>Section/Table/Booth</b>
<b>Macy's, Inc.</b>	<b>Section 1 Booth 102</b>
MASA Israel Journey	Section 1 Table 103
<b>MeadWestvaco Corporation</b>	<b>Section 2 Booth 208</b>
<b>Microsoft Corporation</b>	<b>Section 1 Booth 101</b>
<b>Morgan Stanley</b>	<b>Section 1 Booth 104</b>
NBT Bancorp, Inc.	Section 3 Table 313
<b>Northwestern Mutual Financial Network-Quinlan</b>	<b>Section 1 Booth 106</b>
Northwestern Mutual Financial Network-Southern Tier	Section 3 Table 304
Northwestern Mutual Financial Network-Nemec Group	Section 3 Table 303
PEACE CORPS	Section 4 Table 405
Planned Parenthood of South Central New York, Inc.	Section 4 Table 410
<b>PricewaterhouseCoopers, LLP</b>	<b>Section 2 Booth 201</b>
<b>Protiviti</b>	<b>Section 2 Booth 203</b>
Quad/Graphics, Inc.	Section 3 Table 307
Quest Diagnostics	Section 1 Table 108
Rural Health Service Corps (AmeriCorps)	Section 4 Table 411
Salient Corporation	Section 3 Table 316
Saturn Infotech, Inc.	Section 3 Table 314
SunMaxx Solar	Section 1 Table 107
<b>Target Stores</b>	<b>Section 1 Booth 105</b>
Teach For America	Section 4 Table 402
Techtronic Industries	Section 3 Table 306
The Campus Special, LLC	Section 1 Table 102
The Raymond Corporation	Section 3 Table 308
The Sherwin-Williams Company	Section 3 Table 309
<b>U.S. Patent and Trademark Office</b>	<b>Section 2 Booth 202</b>
UncommonGoods	Section 4 Table 408
<b>Unison Industries, LLC</b>	<b>Section 1 Booth 113</b>
United States Marine Corps Officer Selection Office	Section 3 Table 305
University Directories	Section 1 Table 105
Woodmen of the World	Section 4 Table 409

## **Amazon**

[www.amazon.com](http://www.amazon.com)

Amazon, a Fortune 500 company based in Seattle, Washington, is the global leader in e-commerce. Since Jeff Bezos started Amazon in 1995, we have significantly expanded our product offerings, international sites, and worldwide network of fulfillment and customer service centers. Today, Amazon offers everything from books and electronics to tennis rackets and diamond jewelry. We operate sites in the United Kingdom, Germany, France, Japan, Canada, Italy, and China (Joyo.com) and maintain dozens of fulfillment centers around the world which encompass more than 26 million square feet.

**Majors Being Recruited:** Computer Engineering, Computer Science

**Recruiting for Internships and Full-Time Positions:** Yes

**Section 1 Booth 110**

## **Amphenol Aerospace Operations**

[www.amphenol-aa.com](http://www.amphenol-aa.com)

Amphenol Aerospace, a Division of Amphenol Corporation, is one of the largest manufacturers of interconnect products in the world for the Military, Commercial Aerospace and Industrial markets. Amphenol designs, manufactures and markets cylindrical and rectangular, electronic, fiber optic, EMI/EMP filter, and a variety of special applications connectors and interconnect systems. Our 675,000 square foot facility is nestled at the foothills of the Catskill Mountains in Sidney NY. The complex houses over 1,400 employees, incorporating state-of-the-art manufacturing technologies including CNC machining, die-casting, molding, impact and extruding, plating, screw machining and process controls. Our fully equipped material evaluation lab and an engineering support organization utilizing the latest in computer aided design software and analysis tools. This allows us to design, test and qualify interconnect systems. Our interconnect products are supplied to thousands of OEMs worldwide and are supported by our worldwide sales and engineering force, plus the largest global network of electronic distributors. The Amphenol Aerospace Division consists of the interconnect facility in NY, two facilities in NH that manufacture electrical backplanes, rigid boards and flex assemblies, an interconnect facility in Toronto Canada and two satellite assembly plants in Mexico and China.

**Majors Being Recruited:** Economics, Mechanical Engineering

**Recruiting for Internships Only**

**Section 3 Table 310**

## Assured Information Security, Inc.

[www.ainfosec.com](http://www.ainfosec.com)

AIS, Inc. develops technologies to support effective operations within and across the entirety of the cyber domain. Our research and development expertise primarily draws on the disciplines of computer science and computer engineering as they support the military construct of information operations. AIS, Inc. currently conducts research and development efforts in computer security, network operations, man/machine interactions, surveillance and monitoring, wireless systems, and communications. Since its conception, AIS, Inc. has transitioned more than 100 software tools and applications to national-level customers through formal processes. In the fall of 2011, the AIS, Inc. Corporate Headquarters will move to a brand new 46,000 SF custom-designed and built, state-of-the-art facility, where we can better serve our clients and support our partners. We are about intense work and intense play and seek out those who love the kind of work we do, are good at it, and are passionate about being the best at it!

If you have a technical degree and enjoy creating solutions to the nation's most challenging cyber-security problems, consider joining AIS, Inc. We need those of you who are researchers and have skills with C/C++, Assembly, Java, Kernel programmers, driver development, network programming, defense and intelligence community applications, mathematical and statistical modeling, embedded systems, reverse engineering, and formal analysis. AIS is an Equal Opportunity Employer, but we are limited to hiring only US Citizens.

**Majors Being Recruited:** Computer Engineering, Computer Science, Electrical Engineering, Industrial and Systems Engineering

**Recruiting for Full-time. Internships and Summer Positions**

**Section 4 Table 403**

### Interviewing Advice from Employers

- Research organizations in advance of interviews
- Be enthusiastic and sincere during your interviews
- Be honest and realistic
- Do practice interviews
- Think about how your experience in work, classes, and activities can relate to the job you're seeking
- Allow plenty of travel time and visit the site in advance to make sure you know how to get there
- Make sure your interview attire is pressed, your shoes are shined, and you are well groomed
- Bring extra copies of your résumé and a list of references
- Speak slowly and clearly; don't be afraid to pause to collect your thoughts before answering questions
- Be assertive (not to be confused with aggressive)
- Send a thank-you letter as soon as possible after the interview

### Interviewing Advice from Binghamton Graduates

- Be prepared to elaborate on information from your resume without having to re-read your resume during the interview
- Identify your skills and experiences; be prepared to discuss how they relate
- Be ready to explain what you offer and why the organization interests you
- Listen carefully and don't interrupt
- Be prepared to ask questions
- Know what type of work (with this employer) interests you and why
- Be prepared to "Describe yourself and your interests"
- Be prepared to talk about your goals and how they relate to the position
- Make your interest in the position and organization clear
- Be concise, yet specific in your answers
- Be genuine

## **AXA Advisors (NYC Branch)**

[www.axa-equitable.com](http://www.axa-equitable.com)

AXA Advisors is a leader in helping individuals and businesses address their financial goals through financial strategies, investment services and risk management. We have more than 50 branches across the country employing approximately 6,000 financial professionals. AXA Advisors is an equal opportunity employer committed to a workplace that is diverse, inclusive and merit-based. We're looking for highly motivated, achievement-driven individuals who want the opportunity to establish and grow a financial services practice with the support and strength of one of the nation's leading financial services firms. As an AXA Advisors financial professional, you'll be part of a recognized, respected company that offers: High earnings potential and comprehensive benefits; Training, support and hands-on management. Our work environment is fast-paced, energetic and enthusiastic. If you have an entrepreneurial mindset and are not looking for just a job, then this is the place for you.

**Job Description:** Analyze financial information obtained from clients to determine strategies, products and services to help clients meet their financial objectives. Provide information and education to clients about the purpose and details of financial products, services and strategies. Build and maintain client base, keep client plans up-to-date and acquire new clients on an ongoing basis. Contact clients periodically to determine if there have been changes in their financial status. Provide knowledgeable, objective financial guidance and customized strategies to consumer segments that demand high quality service. You don't need a finance or economics degree to be a successful financial professional. At AXA Advisors, training is a process not an event, whereby our financial professionals, at every level of experience, build their business. You will participate in national and local development programs and joint work opportunities that provide comprehensive knowledge and skill training. We encourage and support the pursuit of professional designations that are recognized and respected by clients and others in the industry, including CFP, Chartered Financial Consultant and Chartered Life Underwriter.

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time Positions Only**  
**Section 3 Table 315**

## **BAE SYSTEMS**

[www.baesystems.com](http://www.baesystems.com)

BAE Systems makes Engine Controls, Flight Controls and Hybrid Electric Vehicles

**Majors Being Recruited:** Computer Engineering, Computer Science, Electrical Engineering, -  
Industrial and Systems Engineering  
**Recruiting for Full-Time Positions Only**  
**Section 1 Booth 108**

## **Becker Professional Review**

[www.becker.com](http://www.becker.com)

Becker serves accounting professionals around the world through our U.S. CPA Exam Review, courses for other global accounting credentials, and best-in-class Continuing Professional Education. The Big 4 and 98 of the top 100 accounting firms are among our partners.

**Majors Being Recruited :** Accounting  
**Recruiting for Internships Only**  
**Section 1 Table 101**

## Binghamton University - Athletics

[www.bubearcats.com](http://www.bubearcats.com)

To land your dream job, you need to know - and show - that you can do it. Internships at Binghamton's athletics department provide the competitive edge you need: hands-on experience, success stories, and contacts. Additionally, they're fun, fast-paced, and challenging. Our interns gain valuable experience that applies to careers within and outside the sports industry. Bearcat Interns have the opportunity to work with our 21 intercollegiate athletic programs and contribute to the success of Binghamton University's national reputation. As an Intern you will gain valuable experience in Sports Marketing, Promotions, Ticket Sales, Partnerships/Sponsorships, Fundraising, Merchandising, Advertising, and Game Operations. If you are looking for a career in sports management, marketing, event management, or public relations, you'll need confidence, talent, and an impressive portfolio. A Binghamton University Athletics Department Internship is the ticket to all three.

**Majors Being Recruited:** All Majors

**Recruiting for Internships Only**

**Section 1 Table 104**

# CDC HOT RESOURCE: GoinGlobal

Going Global is the leading provider of **both country-specific and USA city-specific** career and employment information. The Going Global unlimited access subscription database features 33 Country Career Guides, 43 USA City Career guides, corporate profiles and more than **600,000 internship and job listings** within the USA and around the world. Both the Going Global *Country Career Guides* and the *USA City Career Guides* provide professional advice and insider tips on such topics as:

- Job search tools – for **both domestic and international** job searching
- Employment trends in major industries - learn more about growing industry areas and focus your job or internship search!
- **Work permit regulations** - clearly explains the important details for international students and professional job seekers
- Salary ranges and cost of living data - take the guesswork out of planning for career moves and relocations
- Professional and social networking groups - get a head start on making connections for career development
- Interviewing and cultural advice

**Find GoinGlobal on the CDC website at  
[www.cdc.binghamton.edu](http://www.cdc.binghamton.edu)!**



## **CavalierIT Inc**

[www.cavalieritinc.com](http://www.cavalieritinc.com)

CavalierIT is a leading global IT Consulting & Outsourcing company, head quartered in New Jersey with Deliver centers across the globe. Our Service portfolio includes offering solutions across Industry and Technology verticals; we ensure quick design to deployment strategy. Our team of experienced Technical Architect and System Analyst quickly assess the requirement and scope of the project to give robust and rapid application development solutions. Our Technology and Domain expertise combined with customer centric approach has been catalyst in making us one of the fastest growing IT consulting and professional services Company. Our clients can leverage on our expertise and experience of developing various projects across industry and technology domains. We can help client re-engineer their Business Process, Develop Operation Strategy, Develop IT strategy that enables improved business performance.

**Majors Being Recruited:** Information Systems  
**Recruiting for Full-Time Positions and Internships**  
**Section 3 Table 318**

## **Central Hudson Gas & Electric**

[www.CentralHudson.com](http://www.CentralHudson.com)

Central Hudson is a regulated transmission and distribution utility serving approximately 300,000 electric and about 75,000 natural gas customers in eight counties of New York State's Mid-Hudson River Valley, and delivering electricity and natural gas in a 2,600 square-mile service territory that extends from the suburbs of metropolitan New York City north to the capital district at Albany. Central Hudson offers a comprehensive benefits package including medical, dental, vision services, tuition assistance, 401K, life insurance and vacation. We have a strong belief in and long history of promoting from within. Central Hudson has an environment that fosters teamwork, safety awareness, and impeccable customer service. Employees enjoy numerous opportunities for transition and growth throughout their careers. The company is committed to educational development, employee satisfaction, and a diverse workforce.

**Majors Being Recruited:** Economics, Environmental Studies, Math, Accounting, Management, Electrical Engineering, Mechanical Engineering  
**Recruiting For Full-Time Positions, Internships and Summer**  
**Section 3 Table 312**

For hundreds of resources to help you with your internship or job search,  
remember to visit the Career Development Center website at

**[cdc.binghamton.edu](http://cdc.binghamton.edu)**

## **Citizen Schools**

[www.citizenschools.org](http://www.citizenschools.org)

Citizen Schools partners with middle schools to expand the learning day for children across the country. We mobilize a second shift of afternoon educators, who provide academic support, leadership development, and “apprenticeships”; hands-on projects taught by volunteers from business and civic organizations. At Citizen Schools, students develop the skills, knowledge and beliefs they need to succeed in middle school, advance towards college, and become leaders in their careers and communities. Citizen Schools' approach is innovative, rigorous, and evidence-based. Recent research has reported that high attendance and academic success in middle school are critical indicators of high-school graduation and college completion. We work intensively with students to develop their academic and leadership skills, and forge strong partnerships with students' families, classroom teachers, corporations, and community organizations to create a network of supportive adults in each student's life. Citizen Schools offers an array of hands-on learning opportunities that make learning relevant, and introduces students to diverse colleges and careers through trips and projects that connect current learning with future opportunities. Building on sixteen years of programming innovation and results, Citizen Schools is in the midst of a strategic growth plan to scale up its programs to serve almost 7,000 students. We currently partner with 31 schools in seven states (California, Massachusetts, New Jersey, New Mexico, New York, North Carolina and Texas), serving approximately 4,500 students and engaging 4,200 Citizen Teachers. Citizen Schools has been recognized as a national model program by the U.S. Department of Education, has been named a national winner of Fast Company Magazine's Social Capitalist Award in 2004, 2006, 2007 and 2008, and has been chosen by the Skoll Foundation as a winner of the Skoll Social Entrepreneurship Award.

**Majors Being Recruited:** All Majors  
**Recruiting for Full Time Position Only**  
**Section 4 Table 413**

## **Colonial Voluntary Benefits**

[www.colonial-paulrevere.com](http://www.colonial-paulrevere.com)

Colonial is a benefits solutions and benefits communications company that works with companies of all shapes and sizes. We help companies develop benefit programs to keep their employees happy, healthy, and on-the-job. We also provide them with solutions for the rising cost of health care and risk management issues. We are currently looking for representatives and consultants to not only work with our current clients, but to develop new ones. We are looking for energetic individuals who possess good business sense, have great communication skills, and have excellent customer service skills. They have to like working with people.

**Majors Being Recruited:** Public Administration, Community Health, Economics, Political Science, Accounting, Entrepreneurship, Management, MBA, Executive Business Admin.  
**Recruiting for Full Time Positions and Internships**  
**Section 3 Table 317**

**Cooperstown Dreams Park**[www.cooperstowndreamspark.com](http://www.cooperstowndreamspark.com)

Located in the home of baseball, Cooperstown, New York. Cooperstown Dreams Park is a premier 22 field youth baseball tournament facility with 104 teams per week for thirteen weeks. The Cooperstown Dreams Park Experience, since 1996, offers more than baseball. This cultural and life enriching experience for teams, family members and employees will create memories to last a lifetime.

**Majors Being Recruited:** All Majors

**Recruiting for Internships and Summer Positions**

**Section 1 Table 106**

**Crestron Electronics, Inc.**[www.crestron.com/careers](http://www.crestron.com/careers)

Crestron is the world's leading manufacturer of advanced control and automation systems, innovating technology and reinventing the way people live and work. Offering integrated solutions to control audio, video, computer, IP and environmental systems, Crestron streamlines technology, improving the quality of life for people in corporate boardrooms, conference rooms, classrooms, auditoriums, and in their homes. Crestron's leadership stems from its dedicated people who are committed to providing the best products, programs and services in the industry. This culmination of loyalty, devotion and innovation is what our dealers refer to as "The Crestron Experience."

**Majors Being Recruited:** Entrepreneurship, Management, MBA, Executive Business Admin., Computer Engineering, Computer Science, Electrical Engineering, Mechanical Engineering

**Recruiting for Full-Time Positions and Internships**

**Section 2 Booth 207**

**Deloitte**[www.deloitte.com/us/careers](http://www.deloitte.com/us/careers)

In the United States, Deloitte LLP and its subsidiaries have 45,000 professionals with a single focus: serving our clients and helping them solve their toughest problems. We work in four key business areas audit, financial advisory, tax and consulting but our real strength comes from combining the talents of those groups to address clients' needs. Fortune and BusinessWeek consistently rank our organization among the best places to work, which is good news for our talent and our clients alike. When the best people tackle the most compelling challenges, everyone wins.

**Majors Being Recruited:** Accounting

**Recruiting for Summer Positions Only**

**Section 1 Booth 112**

## **eClinicalWorks**

[www.eclinicalworks.com](http://www.eclinicalworks.com)

eClinicalWorks is a privately-held, leader in ambulatory clinical solutions. Its solutions extend the use of electronic health records beyond practice walls with the latest technologies and create community-wide records. The company has an established customer base of more than 55,000 providers and 250,000 plus medical professionals across all 50 states. Revenues for 2010 exceeded \$150 million. eClinicalWorks is a highly decorated technology and company, winning numerous awards over the years, including numerous TEPR awards and being named Inc. Magazine's Inc. 500 list of the fastest-growing private companies in 2008 and 2007. Its customers are also being recognized for the success they have had using eClinicalWorks, with three customers receiving HIMSS Davies Awards in 2009 and 2008, which honor excellence in implementing electronic health records (EHRs).

**Majors Being Recruited:** Computer Engineering, Computer Science, Information Systems

**Recruiting for Full-Time Positions Only**

**Section 4 Table 404**

## **Emerson Network Power Surge**

[www.EmersonNetworkPower.com/Surge](http://www.EmersonNetworkPower.com/Surge)

Emerson is a diversified global technology company that provides products and services for a wide range of industries, with sales exceeding \$20 billion. Our Binghamton-based location is currently looking for talented, highly-motivated individuals who can make an immediate and meaningful impact. We would like to speak with candidates who could potentially fill the following positions: Software / Firmware Engineer, Computer Engineer, Electrical Engineer, Sales Manager (combines technical and management skills/aptitude).

**Majors Being Recruited:** Management, MBA, Computer Engineering, Computer Science, Electrical Engineering

**Recruiting for Full Time Position Only**

**Section 3 Table 320**

## **ERNST & YOUNG, LLP**

[www.ey.com](http://www.ey.com)

Ernst & Young, one of the world's leading professional services organizations, helps companies across the globe to identify and capitalize on business opportunities. We aim to deliver innovative yet practical solutions, from concept through implementation and measurement. Ernst & Young's depth and breadth of service and our global reach mean that we have the resources to serve any client, anywhere in the world. Ernst & Young audits 18.4% of Business Week's Global 1,000 companies and our worldwide tax practice is a world leader. We also work with entrepreneurial growth companies and their owners and investors. And we have a global corporate finance network that coordinates more than 4,000 professionals in 31 countries.

**Majors Being Recruited:** Accounting, Management, MBA, Executive Business Admin., - Computer Science, Information Systems

**Recruiting for Full Time, Internship and Summer Positions**

**Section 2 Booth 206**

## **FDM Group LTD**

[www.fdmacademy.com/us](http://www.fdmacademy.com/us)

FDM is an international IT services company with offices in New York, Brighton, London, Manchester, Frankfurt, Zurich, Luxembourg and Hong Kong. FDM has over 200 prestigious clients worldwide including; HSBC, UBS, RBS, Goldman Sachs, Credit Suisse, Citigroup, Deutsche Bank, Misys, Barclays Capital and Bank of America. FDM's award-winning program consists of approximately 12 weeks of skills development followed by 2 years employment. As an entry-level Java or .Net Developer, Trade Floor Application Support Analyst or Business/Project Analyst working for e of the most prominent global companies, FDM is the ideal path into a successful IT career!

**Majors Being Recruited:** Economics, Economics/Economic Analysis, Economics/Financial Economics, Math, Mathematical Sciences, Music, Philosophy, Physics, Advanced Technology, Computer Engineering, Computer Science, Electrical Engineering, Industrial and Systems Engineering, Industrial Technology, Information Systems, Systems Science

**Recruiting for Full Time Positions Only**

**Section 3 Table 302**

## **Financial Industry Regulatory Authority (FINRA)** <http://finra.org/careers>

The Financial Industry Regulatory Authority (FINRA) is the largest independent regulator for all securities firms doing business in the United States. FINRA's mission is to protect America's investors by making sure the securities industry operates fairly and honestly. All told, FINRA oversees nearly 4,600 brokerage firms, about 164,000 branch offices and approximately 632,000 registered securities representatives. FINRA's independent regulation plays a critical role in America's financial system and touches virtually every aspect of the securities business—from registering and educating industry participants to examining securities firms; writing rules; enforcing those rules and the federal securities laws; informing and educating the investing public; providing trade reporting and other industry utilities; and administering the largest dispute resolution forum for investors and registered firms. We also perform market regulation under contract for the major U.S. stock markets, including the New York Stock Exchange, NYSE Arca, NYSE Amex, The NASDAQ Stock Market and the International Securities Exchange. FINRA has approximately 3,000 employees and operates from Washington, DC, and New York, NY, with 20 regional offices around the country. In today's fast-paced and complex global economy, FINRA is a trusted advocate for investors, dedicated to keeping the markets fair and proactively addressing emerging regulatory issues before they harm investors or the markets.

**Majors Being Recruited:** Economics/Financial Economics, Accounting

**Recruiting for Full-Time, Internship and Summer Positions**

**Section 1 Booth 107**

## First Investors

[www.firstinvestors-careers.com](http://www.firstinvestors-careers.com)

A company of assets. A career of unlimited potential. We are First Investors, a Wall St based financial services firm with over \$7 billion in assets. With regional offices located nationwide, we're continually on the search for talented and dedicated professionals to join our team of accomplished professionals. With us, you'll receive comprehensive training programs to prepare you to pass the required exams, such as the Series 6, and we'll teach you client development and presentation tactics. You'll also be partnered with a mentor- and experienced First Investors representative who will continually help you with your career development. Join us; a future of success awaits you.

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time Positions Only**  
**Section 4 Table 407**

## FlexTrade Systems, Inc.

<http://www.flextrade.com/>

Founded in 1996, we are the global leader in broker-neutral algorithmic trading platforms and rules-based order-management and execution systems for equities, foreign exchange and listed derivatives. A pioneer in the field, FlexTrade introduced the first trading system that allowed clients to control and customize their proprietary algorithms while maintaining the confidentiality of their trading strategies via a vendor-provided, broker-neutral platform. With offices in North America, Europe and Asia, FlexTrade maintains an experienced staff of over a 100 developers, programmers, strategists and product specialists, who work hand-in-hand with our clients' technologists and traders to break new ground in the field of electronic trading.

**Majors Being Recruited:** Computer Engineering, Computer Science  
**Recruiting for Full-Time Positions Only**  
**Section 1 Booth 103**



Founded in 1996, FlexTrade Systems is the global leader in high performance, broker-neutral algorithmic trading platforms for equities, foreign exchange, options and futures.

A pioneer in the field, FlexTrade introduced the first trading system that allowed clients to control and customize their proprietary algorithms while maintaining the confidentiality of their trading strategies via a vendor-provided, broker-neutral platform.

With offices in North America, Europe and Asia, FlexTrade maintains an experienced staff of over a 100 developers, programmers, strategists and product specialists, who work hand-in-hand with our clients' technologists and traders to break new ground in the field of electronic trading.

### FlexTrade Systems, Inc. is searching for C++ Developers!

If you are earning your B.S. or M.S. degree in Computer Science (or related) we would like to speak with you!

#### Responsibilities will include:

- Develop and implement solutions for integrating FlexTrade products with those of the client's. This involves software development in C++.
- Write custom trading strategies for clients.
- Manage client accounts.
- Develop and refine product and software requirements.

Come join our friendly, work environment! We offer competitive salaries, bonuses and a comprehensive benefits package.

#### To apply:

Email: [jobs@flextrade.com](mailto:jobs@flextrade.com)

Visit: [www.flextrade.com](http://www.flextrade.com)

Follow FlexTrade's news and events at [www.twitter.com/flextrade](http://www.twitter.com/flextrade).



## **Friedman LLP**

[www.friedmanllp.com](http://www.friedmanllp.com)

Friedman LLP has been serving the accounting, tax and business consulting needs of public and private companies since 1924. Our industry-focused practice features concentrated areas of expertise and understanding of the economic environment. We have the ability to be innovative in our approach, act quickly in our decision-making and be flexible in our delivery of services. Our clients benefit from hands-on contact with our [partners](#), cutting-edge technical expertise and our understanding of their industry and their business. Our clients have the advantage of working with a mid-size accounting firm that combines the staff and resources of a large firm with a philosophy of personal responsibility for our clients.

**Majors Being Recruited:** Accounting  
**Recruiting for Full-Time Positions Only**  
**Section 3 Table 311**

## **Frito Lay, Inc.**

[www.fritolay.com](http://www.fritolay.com)

Frito-Lay, a key business unit within PepsiCo, is a market leader in the snack food industry. We are the makers of e of America's favorite snack foods including, FRITOS , LAY'S , DORITOS , CHEETOS , AND TOSTITOS. Frito-Lay's success is directly related to our employees' constant focus on results, growth, and innovation. It's the talented, motivated members of our team who ensure that we continue to lead the industry and set the pace. Frito-Lay is committed to creating a diverse, inclusive and welcoming workplace for all employees. Our people are our greatest asset, and there are numerous exciting opportunities across North America.

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time and Internship Positions**  
**Section 2 Booth 204**

## **General Dynamics Electric Boat**

[www.gdeb.com](http://www.gdeb.com)

General Dynamics is the world's foremost designer and builder of nuclear submarines, arguably the most complex machines made by man. The company's industry leadership extends back over a century to 1899 when it produced the first practical submarine for the U. S. Navy. We develop and apply state of the art technology to the design and construction of nuclear powered submarines. With a team of highly skilled and dedicated employees, we have successfully taken submarine technology to a new level.

**Majors Being Recruited:** Computer Engineering, Computer Science, Electrical Engineering, Mechanical Engineering  
**Recruiting for Full-time Positions Only**  
**Section 1 Booth 111**

**Goldman Sachs & Co.**[www.gs.com](http://www.gs.com)

The Goldman Sachs Group is a bank holding company and a leading global investment banking, securities and investment management firm. Goldman Sachs provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high net worth individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in London, Frankfurt, Tokyo, Hong Kong and other major financial centers around the world.

**Majors Being Recruited:** All Majors  
**Recruiting for Internship Positions Only**  
**Section 1 Booth 114**

**Hipotronics, Inc.**[www.hipotronics.com](http://www.hipotronics.com)

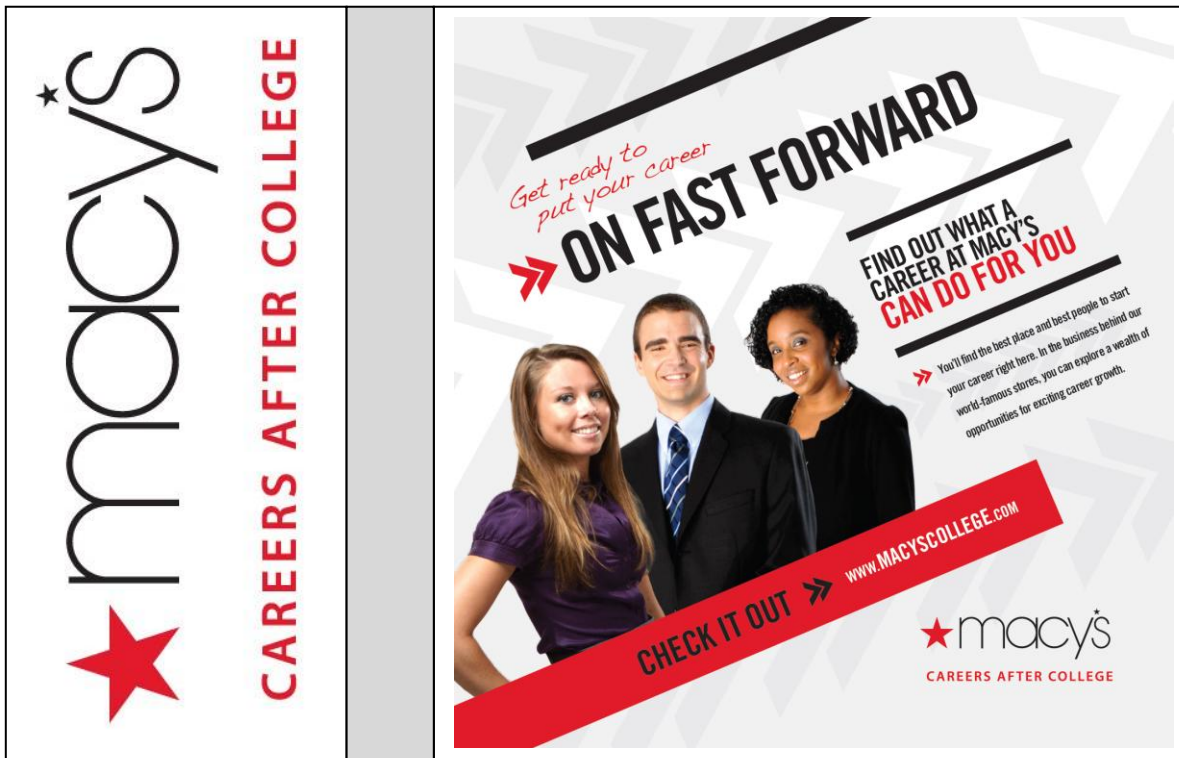
The Hubbell High Voltage Test Business is composed of the Hipotronics brand in the USA, the Haefely and Tettex brands in Switzerland and the Robinson Instruments brand in the United Kingdom. These companies are all leaders in the field of high voltage test equipment and electronic instrumentation, each with 50 to 100 years of experience in laboratories, power utilities and manufacturers of transmission and distribution apparatus, substation automation, consumer electronics, aerospace and telecom equipment. Hipotronics, Inc. is located in Brewster, NY

**Majors Being Recruited:** Electrical Engineering, Mechanical Engineering  
**Recruiting for Full-Time and Summer Positions**  
**Section 4 Table 406**

**Iberdrola USA (NYSEG)**[www.iberdrolausa.com](http://www.iberdrolausa.com)

Iberdrola USA, a subsidiary of global energy leader Iberdrola, S.A., is an energy services and delivery company with more than 2.4 million customers in upstate New York and New England. We are a team of dedicated individuals working as one to deliver value to our customers, employees and shareholders. By providing outstanding customer service and exceptional reliability, while holding safety and the environment in high regard, we aspire to be a world-class energy company.

**Majors Being Recruited:** Accounting, Management, MBA, Executive Business Admin., Computer Engineering, Electrical Engineering, Information Systems, Mechanical Engineering  
**Recruiting for Full-Time, Internship and Summer Positions**  
**Section 2 Booth 205**



**Ithaca City School District**

[www.icsd.k12.ny.us](http://www.icsd.k12.ny.us)

Ithaca City School District is the largest public school in the Tompkins County area.

**Majors Being Recruited:** Literacy, Special Education, Biology Adolescence Educations,-Chemistry Adolescence Education, Earth Science Adolescence Education, SOE-Educational Studies, English Adolescence Education, Mathematics Adolescence Education, Physics Adolescence Education, Social Studies Adolescence Education

**Recruiting for Full-Time Positions Only**

**Section 4 Table 414**

**KPMG LLP**

<http://www.kpmg.com/us/en/pages/default.aspx>

KPMG LLP, the U.S. audit, tax and advisory services firm, operates from 87 offices with more than 23,000 employees and partners throughout the U.S. Our purpose is to turn knowledge into value for the benefit of our clients, our people, and the capital markets.

**Majors Being Recruited:** Accounting

**Recruiting for Full-Time and Internship Positions**

**Section 3 Table 301**

## **Macy's, Inc.**

[www.macyscollege.com](http://www.macyscollege.com)

Macy's, Inc., with corporate offices in Cincinnati and New York, is one of the nation's premier retailers, with fiscal 2010 sales of \$25 billion. The Macy's brand includes about 810 Macy's department stores and furniture galleries in 45 states, the District of Columbia, Guam and Puerto Rico, as well as macys.com. The Bloomingdale's brand includes 41 department stores and home stores in 12 states, bloomingdales.com, and (as of April 2, 2011) four Bloomingdale's Outlet stores in three states. Bloomingdale's also operates in Dubai under a lease agreement with Al Tayer Group LLC. Macy's, Inc.'s diverse workforce includes approximately 166,000 employees. Prior to June 1, 2007, Macy's, Inc. was known as Federated Department Stores, Inc. The company's shares are traded under the symbol "M" on the New York Stock Exchange.

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time and Internship Positions**

**Section 1 Booth 102**

## **MASA Israel Journey**

[www.masaisrael.org](http://www.masaisrael.org)

MASA Israel Journey: The Gateway to Long-Term Israel Programs offers over 160 different gap year, academic, career development and volunteer opportunities in Israel. Programs range from 5-10 months and allow participants to engage with Israeli society and make an impact through interpersonal relationships, service in diverse communities and internships in Israeli organizations. All MASA programs include intensive Hebrew instruction, trips around Israel, encounters with Israeli peers and supplementary cultural programming and leadership development. MASA provides grants and scholarships toward the cost of the programs depending on the participant's age and the length of the program

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time, Internship and Summer Positions**

**Section 1 Table 103**

## **MeadWestvaco Corporation**

[www.meadwestvaco.com](http://www.meadwestvaco.com)

MWV Consumer & Office Products is the leading manufacturer and marketer of the most trusted brands in school supplies, office products, and planning and organizing tools, including Mead , Five Star, Trapper Keeper, AT-A-GLANCE , Cambridge , and Day Runner brands, among others.

**Majors Being Recruited:** Economics, Economics/Economic Analysis, Economics/Financial Economics, Accounting, Industrial and Systems Engineering, Industrial Engineering, Industrial Technology, Materials Engineering, Mechanical Engineering

**Recruiting for Full-Time and Internship Positions**

**Section 2 Booth 208**

## **Microsoft Corporation**

[www.microsoft.com/university](http://www.microsoft.com/university)

Come as you are. Do what you love. We're a global company, located in over 100 countries, but we often act like a startup. We do software but we also do hardware, services, research, and community outreach. We work hard, but we value work/life balance, and each of us defines what that means to us. So why not explore what we do, where we do it, and what life is really like at Microsoft? You just might be surprised.

**Majors Being Recruited:** Math, Physics, Computer Engineering, Computer Science, Electrical Engineering, Industrial Technology, Information Systems

**Recruiting for Full-Time and Internship Positions**

**Section 1 Booth 101**

## **Morgan Stanley**

<http://www.morganstanley.com/about/careers/recruiting/apply.html>

Morgan Stanley, headquartered in New York City, is a global financial services firm and a market leader in securities, investment management and credit services. With more than 700 offices in 28 countries, Morgan Stanley connects people, ideas and capital to help clients achieve their financial aspirations.

**Majors Being Recruited:** All Majors

**Recruiting for Internships Only**

**Section 1 Booth 104**

## **NBT Bancorp, Inc.**

[www.nbtbank.com](http://www.nbtbank.com)

NBT Bancorp is a financial holding company headquartered in Norwich NY and has a history that dates back to 1856. The company holds assets of \$5.5 billion and focuses on providing community banking services, retirement plan administration services, trust and wealth management services and insurance services.

**Majors Being Recruited:** Economics, Economics/Financial Economics, Accounting, Management, MBA

**Recruiting for Full-Time Positions Only**

**Section 3 Table 313**

**eRecruiting: hundreds of jobs/internships at your fingertips!**

- ✦ Update your profile ✦
- ✦ Upload your resume ✦
- ✦ Apply for positions ✦

**[erecruiting.binghamton.edu](http://erecruiting.binghamton.edu)**

# **GREAT TIPS FOR A SUCCESSFUL FAIR:**

**MAKE EYE CONTACT  
OFFER A FIRM HANDSHAKE  
SHOW ENTHUSIASM**

## **Northwestern Mutual Financial Network – Quinlan**

[www.northwesternmutual.com](http://www.northwesternmutual.com)

The Northwestern Mutual Life Insurance Company Milwaukee, WI (Northwestern Mutual) has helped clients achieve financial security for more than 150 years. As a mutual company with \$1.2 trillion of life insurance protection in force, Northwestern Mutual shares, where possible, its gains with policyowners and delivers consistent and dependable value to clients over time. Northwestern Mutual and its subsidiaries offer a holistic approach to financial security solutions including: life insurance, long-term care insurance, disability insurance, annuities, investment products, and advisory products and services. Subsidiaries include Northwestern Mutual Investment Services, LLC, broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company, limited purpose federal savings bank; and Northwestern Long Term Care Insurance Company; and Russell Investments.

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time and Internship Positions**

**Section 1 Booth 106**

## **Northwestern Mutual Financial Network - Southern Tier**

[www.northwesternmutual.com](http://www.northwesternmutual.com)

Northwestern Mutual helps its policy owners and clients achieve financial security, through a needs-based process. Northwestern Mutual works with clients to determine their financial security needs and then addresses those needs using a wide range of products and services. For clients seeking personal financial security or security for their business or estate, Northwestern Mutual and its subsidiaries offer an array of solutions including permanent and term life insurance, disability insurance, long-term care insurance, annuities, trust services, mutual funds and advisory services.

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time, Internship and Summer Positions**

**Section 3 Table 304**

## **Northwestern Mutual Financial Network- NY The Nemec Financial Group**

[www.nemecfinancial.com](http://www.nemecfinancial.com)

Company Description “World's Most Admired” company in its industry for 24 years (Fortune Magazine 2010); “Number one ranking” company in its category in America (A.M. Best 2009); “Fifth largest independent broker-dealer”; (Financial Planning Magazine, June 2006) The Northwestern Mutual Financial Network provides expert guidance and innovative solutions for the planning needs of individuals and businesses in the areas of financial protection, capital accumulation, estate preservation and distribution, retirement planning, insurance and investment services, business planning, education funding, and employee benefits. We strive to understand clients' goals and visions in order to develop financial solutions that put them on a path to success. Products and services for the personal, business, estate and pension markets include permanent and term insurance, disability income insurance, long term care insurance, annuities, trust services and mutual funds.

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time and Internship Positions**

**Section 3 Table 303**

## **PEACE CORPS**

[www.peacecorps.gov](http://www.peacecorps.gov)

Peace Corps service is a life-defining leadership experience. Since 1961, the Peace Corps has shared with the world America's most precious resource its people. Volunteers serve in 76 countries in Africa, Asia, the Caribbean, Central and South America, Europe, the Pacific Islands and the Middle East. Peace Corps Volunteers live, learn, and work with a community overseas for 27 months, providing technical assistance in six program areas: education, youth and community development, health, business and information and communications technology, agriculture, and environment.

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time Positions Only**

**Section 4 Table 405**

## **Planned Parenthood of South Central New York, Inc. [www.ppscny.org](http://www.ppscny.org)**

Planned Parenthood of South Central New York's mission is to advocate and provide information, education and health care services pertaining to human sexuality and reproductive health in a private and confidential manner, respectful of all beliefs, supporting freedom of choice and responsibility.

**Majors Being Recruited:** Community Health, Family Nursing, Nursing, Primary Care Nurse Practitioner

**Recruiting for Full-Time and Internship Positions**

**Section 4 Table 410**

## PricewaterhouseCoopers, LLP

[www.pwc.tv](http://www.pwc.tv)

Are you interested in the opportunity to work for an industry-leading company that services Fortune 500 companies, and will give you the experience and exposure you need to build your career? If you are, then PricewaterhouseCoopers ([www.pwc.com/us](http://www.pwc.com/us)) network of firms is the firm for you.

PricewaterhouseCoopers LLP (PwC) is well placed to help clients meet the challenges and opportunities of the US marketplace in the areas of assurance, tax, and advisory. We offer the perspective of a global network of firms combined with detailed knowledge of local, state and US national issues. More than 163,000 people in 151 countries across our network share knowledge, experience and solutions to develop fresh perspectives and deliver practical advice. At PwC, you will be part of a learning culture, where teamwork and collaboration are encouraged, excellence is rewarded, and diversity is respected and valued. We offer a flexible career progression model that allows for a variety of challenging opportunities throughout your career. We provide unparalleled coaching, mentoring, and career development programs; global opportunities; and state of the art technology-driven methodologies to help you provide quality service to our clients. -

**Majors Being Recruited:** Accounting  
**Recruiting for Summer Positions Only**  
**Section 2 Booth 201**



***Grow your  
own way***



***No two career paths are alike.***

That's why we help you design your own. We'll provide the training, coaching, and experiences to help you build relationships and take advantage of opportunities that will help shape your career—at PwC and beyond. Find out how you can grow your own way at [www.pwc.tv](http://www.pwc.tv)

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**Protiviti**

<http://www.protiviti.com/en-US/Pages/default.aspx>

Protiviti is a global consulting firm that helps companies solve problems in finance, technology, operations, governance, risk and internal audit. Through our network of more than 70 offices in over 20 countries, we have served more than 35 percent of FORTUNE 1000 and Global 500 companies. We also work with smaller, growing companies, including those looking to go public, as well as with government agencies. Our professionals have powerful insights on par with the largest consulting organizations in the world; however, we are more nimble and adept than these competitors in delivering value for our clients.

**Majors Being Recruited:** Accounting, Information Systems

**Recruiting for Full-Time and Internship Positions**

**Section 2 Booth 203**

**Quad/Graphics, Inc.**

[www.qg.com](http://www.qg.com)

Quad/Graphics is the quintessential American business success story. By doing things differently and better for more than 40 years, we've grown from humble beginnings in rural Pewaukee, Wis., into the world's second largest provider of print and multichannel solutions. Our 2010 acquisition of Worldcolor and our new status as a publicly held company strengthen both our industry position and financial stability. This keeps us at the vanguard, where we're consistently uncovering the next revolutionary idea to push print's potential and make it more relevant, cost effective and profitable for you. The New Quad has employees and facilities worldwide. While our size has increased, our values remain the same. Our focus is your success.

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time Positions Only**

**Section 3 Table 307**

**Quest Diagnostics**

[www.questdiagnostics.com](http://www.questdiagnostics.com)

We offer convenient access to high quality testing and services throughout the United States. We have laboratories in or near all major cities, and esoteric testing laboratories on both coasts, providing a broad range of services to our customers. Convenient specimen collection options include in-office phlebotomy and courier services and more than 2,000 conveniently located patient service centers across the country. We also have a growing international presence, including laboratory operations in the United Kingdom, Mexico, Puerto Rico, and India. Our businesses also offer services and administrative offices in many other countries.

**Majors Being Recruited:** Accounting, Management, MBA

**Recruiting for Full-Time, Internship and Summer Positions**

**Section 1 Table 108**

## **Rural Health Service Corps (AmeriCorps)**

[www.ruralhealthnetwork.org/americorps](http://www.ruralhealthnetwork.org/americorps)

The Rural Health Service Corps is an AmeriCorps National Service Program administered by the Rural Health Network of South Central New York. The purpose of the Rural Health Service Corps is to provide meaningful service and learning opportunities for young people committed to improving the health and lives of those living in South Central New York State

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time and Summer Positions**

**Section 4 Table 411**

## **Salient Corporation**

[www.salient.com](http://www.salient.com)

Salient makes very large scale in-memory intelligence technology for ad hoc data interrogation, visualization and root cause analysis. The company provides continuous audit and performance monitoring applications for a wide array of industries in large or complex enterprises, both public and private. Salient is a world leader in business performance management solutions with more than 250 clients and over 35,000 users in 53 countries. Salient is enabled by a radical advance in performance scoring and audit technology, UXT, which measures very precisely the effect of managerial actions on outcomes and, at the same time, enables managers to convert this knowledge into more effective actions. The end result is exquisite managerial control over time and money, which translates into less waste and better performance. It can transform any enterprise into a fact-based, knowledge-driven management environment.

**Majors Being Recruited:** Mathematical Sciences, Computer Engineering, Computer Science

**Recruiting for Full-Time and Internship Positions**

**Section 3 Table 316**

## **Saturn Infotech, Inc.**

[www.saturninfotech.com](http://www.saturninfotech.com)

Headquartered in North Wales, Pennsylvania, Saturn Infotech is national systems integrator and implementation consultancy that's focused exclusively on supporting the core systems within the Oracle Corporation family of BI (Business Intelligence) and ERP (Enterprise Resource Planning) applications. We provide global delivery services with offshore development center in Pune, Maharashtra, India on a project and strategic consulting tailored to meet a client's specific needs. Saturn takes pride in building strategic long-term client relationships.

**Majors Being Recruited:** Accounting, Management, MBA, Advanced Technology, Computer Engineering, Computer Science, Electrical Engineering, Industrial and Systems Engineering, - Information Systems

**Recruiting for Full-Time Positions Only**

**Section 3 Table 314**

## **SunMaxx Solar**

[www.sunmaxxsolar.com](http://www.sunmaxxsolar.com)

SunMaxx Solar is a leading, vertically integrated manufacturer of solar thermal systems and components. Inspired by a high school science project, SunMaxx Solar was established in 2006 by company CEO Adam Farrell, along with his brother, Matt Farrell, as the solar thermal division of Silicon Solar, Inc., a PV-based sales and distribution company, to meet the growing demand for solar thermal products in North America. Since our inception, our operational excellence and product leadership in the industry has enabled us to pioneer the development and distribution of new solar technologies and services. We have also established one of the leading solar thermal installer training and educational programs, with a network of over 3,000 authorized SunMaxx installers nationwide. Our certified professional instructors are experts in the solar thermal industry, providing the most up-to-date education and training in solar technology. SunMaxx Solar continues to grow its North American solar thermal operations as well as expanding operations outside of the United States.

**Majors Being Recruited:** Environmental Studies, Accounting, Entrepreneurship, Management, MBA, Executive Business Admin., Computer Engineering, Computer Science, Industrial and Systems Engineering, Information Systems, Mechanical Engineering

**Recruiting for Internship Positions Only**

**Section 1 Table 107**

## **Target Stores**

[www.target.com/careers](http://www.target.com/careers)

About Target Expect the Best. At Target, we have a vision: to become the best - the best culture and brand, the best place for growth and the company with the best reputation. We offer an inclusive, collaborative and energetic work environment that rewards those who perform. We deliver engaging, innovative and on-trend experiences for our team members and our guests. We invest in our team members' futures by developing leaders and providing a breadth of opportunities for professional development. It takes the best to become the best, and we are committed to building a team that does the right thing for our guests, shareholders, team members and communities. Minneapolis-based Target Corporation serves guests at stores nationwide and at Target.com. Target is committed to providing a fun and convenient shopping experience with access to unique and highly differentiated products at affordable prices. Since 1946, the corporation has given 5 percent of its income through community grants and programs like Take Charge of Education .

**Majors Being Recruited:** All Majors

**Recruiting for Full-Time and Internship Positions**

**Section 1 Booth 105**

## **TEACH FOR AMERICA**

[www.teachforamerica.org](http://www.teachforamerica.org)

Teach For America is the national corps of outstanding recent college graduates and professionals of all majors, backgrounds, and career interests - who commit to lead students to academic success for two years in urban and rural public schools and become lifelong leaders in expanding educational opportunity. This year, over 10,000 corps members are teaching in 43 regions across the country, while nearly 24,000 Teach For America alumni continue working from inside and outside the field of education for the fundamental changes necessary to ensure educational excellence and equity.

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time Positions Only**  
**Section 4 Table 402**

## **Techtronic Industries**

[www.ttigroupna.com](http://www.ttigroupna.com)

TTi is a world-class leader in quality consumer and professional products marketed to the home improvement and construction industries. An unrelenting strategic focus on powerful brands, innovative products and exceptional people drives our success. TTi's powerful brand portfolio includes Milwaukee, AEG and Ryobi power tools and accessories, Ryobi and Homelite outdoor products, and Hoover, Dirt Devil and Vax floor care appliances. Our products are distributed through major home centers and retailers, full-line tool distributors and other channels worldwide. Our culture of innovation, firm commitment to R&D and extensive customer insight ensure our leading brands and high-quality products meet the specific needs of the customers, consumers and professionals that we serve and deliver long-term value to our shareholders.

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time Position Only**  
**Section 3 Table 306**

## **The Campus Special, LLC**

[www.campusspecial.com/internship](http://www.campusspecial.com/internship)

The Campus Special is the leader in print, mobile, and online advertising on college campuses. We are based out of Atlanta and Chicago and work with over 100 universities. In 2010 and 2011, Inc. Magazine named The Campus Special to the Inc 5000 list as one of the fastest growing private companies in the US. Our internship program was nominated in 2009 and 2010 as one of the best places to intern by Intern Bridge. We are best known by our popular coupon books, iPhone & Android mobile application, and our virtual Food Court for ordering food online from local take-out and delivery restaurants.

**Majors Being Recruited:** All Majors  
**Recruiting for Internships and Summer Positions**  
**Section 1 Table 102**

## **The Raymond Corporation**

[www.raymondcorp.com](http://www.raymondcorp.com)

The Raymond Corporation, an integral member of the Toyota Material Handling Group, the world's #1 lift truck manufacturer, with operations throughout North America, Europe, Asia and the rest of the world, is the leading global provider of material handling solutions that improve space utilization and productivity, with lower cost of operation and greater operator acceptance. Raymond generates the right solutions and right support to help meet the specific needs of our customers. High performance, reliable, ergonomically designed Raymond lift trucks range from a full line of manual and electric pallet trucks and walkie stackers to counterbalanced trucks, Reach-Fork trucks, orderpickers and dual-purpose (pallet handling/case picking) Swing-Reach trucks.

**Majors Being Recruited:** MBA, Electrical Engineering, Industrial Engineering, Mechanical Engineering

**Recruiting for Full-Time Positions**

**Section 3 Table 308**

## **The Sherwin-Williams Company**

<http://www.sherwin-williams.com>

Founded in 1866 Sherwin-Williams is one of the world's leading companies engaged in the manufacture, distribution and sale of coatings and related products to professional, industrial, commercial and retail customers. We are recognized among Fortune Magazine's "100 Best Companies to Work For" and rated by Forbes.com as one of "America's Top 100 Trustworthy Companies." Sherwin-Williams operates over 3,000 company-owned stores and wrapped up 2011 with sales over \$8 billion. With an internal promotion rate of over 90%, the Management Training Program is the perfect way to begin a long and successful career.

**Majors Being Recruited:** All Majors

**Recruiting for Internship Positions**

**Section 3 Table 309**

## **U.S. Patent and Trademark Office**

[www.USPTOcareers.gov](http://www.USPTOcareers.gov)

The U.S. Patent and Trademark Office (USPTO) is the government agency responsible for granting intellectual property rights for patents and trademarks. The USPTO employs a staff of over 9,000 people who support the major function of the examination and issuance of patents and the registration of trademarks. At the USPTO, our engineers and scientists make decisions every day that play a crucial role in fostering economic growth and creating jobs. Patent Examiners use a combination of technical research and legal analysis to evaluate and determine whether to grant patent protection for new inventions. Patent examiners promote progress while getting a first hand look at cutting edge technology. We are located in a campus style setting in Alexandria, Virginia just outside Washington, DC.

**Majors Being Recruited:** Biochemistry, Chemistry, Physics, Bioengineering, Computer Engineering, Computer Science, Electrical Engineering, Mechanical Engineering

**Recruiting for Full-Time and Internship Positions**

**Section 2 Booth 202**



**United States Marine Corps Officer Selection Office** [www.marineofficer.com](http://www.marineofficer.com)

Marine Corps Officer Candidate School (OCS) is a limited, competitive, NON-obligating, paid leadership school offered in the fall, winter and summer. When completed, you have the option to accept a commission as a 2nd Lieutenant or to disenroll from the program and use the leadership and problem solving skills you learned while at OCS as a resume enhancer or a stepping stone to future success. This is an unparalleled opportunity to see if you have what it takes to be a leader in one of the most elite organizations in the world without committing yourself to service. Upon college graduation, Marine Lieutenants receive starting salaries of \$40,000.00- 49,000.00 a year plus medical and dental benefits.

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time Positions Only**  
**Section 3 Table 305**

**University Directories** [www.universitydirectories.com](http://www.universitydirectories.com)

University Directories, a division of UCampus Media, is the leading campus media and marketing company in the U.S. Through its innovative multi-platform media properties, companies reach students, faculty and staff nationwide, in media they use, in a language they speak. No other company matches UD's history, experience and depth of knowledge in reaching this audience. America's leading campuses know and trust UD's commitment to excellence, integrity in dealings, dedication to students and its unparalleled devotion to customers.

**Majors Being Recruited:** All Majors  
**Recruiting for Internship and Summer Positions**  
**Section 1 Table 105**

**Woodmen of the World** [www.woodmen.org](http://www.woodmen.org)

Attention Grads: Woodmen of the World is seeking field representatives to sell our insurance and annuity products. Generous commission plus bonus opportunities and exceptional benefits for those who qualify. Contact the Syracuse area office for Woodmen of the World Life Insurance Society, Omaha Nebraska. Call 315 689 3314

**Majors Being Recruited:** All Majors  
**Recruiting for Full-Time Positions Only**  
**Section 4 Table 409**

# TAKE YOUR JOB OR INTERNSHIP SEARCH BEYOND THE FAIR!

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Different types of employers utilize different strategies to recruit new hires. Let the CDC help you find the best way for YOU to job search!

1. **START NOW!** Avoid the urge to wait until the end of the semester to begin your search! A job search can sometimes take months, plus you'll miss out on wonderful opportunities that are being posted RIGHT NOW!
2. **Visit the Career Development Center:** Visit us to meet individually with a counselor who can help you develop a strategy!
3. **Utilize the Career Development Center Website:** The CDC has the largest website at BU! Visit us at [cdc.binghamton.edu](http://cdc.binghamton.edu) to learn about resources that may help you in your search.
4. **Network:** This is the #1 way that people identify openings and get jobs/internships.
5. **Make Smart Use of Social Media:** More and more referrals start with connections made through online networks such as Facebook and LinkedIn or by sending instant job search updates via messaging feeds like Twitter.
6. **Update Your eRecruiting Account and Use it to Apply for Positions:** The CDC provides a web-based system to use as part of your job search. By utilizing eRecruiting you can access nationwide job and internship listings 24/7.
7. **Attend Employer Information Sessions:** Many employers conduct presentations to meet interested students and provide information about their organization. These are listed on the calendar feature of eRecruiting.
8. **Conduct a Smart Online Job Search:** Utilize industry-specific websites, generalized job boards, association websites, and employer websites.
9. **Investigate Short-Term or Temporary Positions:** Short-term experiences may serve as a way to gain experience, increase self-confidence, earn money, and they may lead to something more permanent. "Temping" through a temporary employment agency can be a good way to secure interim work.