

Institute of Industrial Engineers- UF Chapter  
Career Fair Packet Fall 2009

1. The companies listed are not in alphabetical order.
2. The companies are arranged on the basis of an approximate weight assigned to how frequently they recruit ISEs from UF.
3. The table/booth number mentioned is subject to change. So kindly verify this information on the day of the career fair on the brochure that would be given to you at the entrance of the O'Connell Center.
4. If you need any information about a specific company, do contact the Career Resource Center. They are very helpful!

Good Luck for your job hunt!

## 1. Schlumberger

<http://www.slb.com/careers>

Day 2, Booth 126-127

### **Company Overview**

Schlumberger Limited (NYSE:SLB) is the leading oilfield services company for customers working in the international oil and gas industry.

We employ over 80,000 people of more than 140 nationalities working in 80 countries with an annual revenue of \$23.71 in 2007.

We are committed to excellence in technical innovation, teamwork and creating value for our customers, our shareholders and our employees. Schlumberger is noted for aggressively promoting employee career development and for allowing employees to change jobs (between functions, business domains and geographically) as much or as little as is desired in each individual case.

Schlumberger is an equal opportunity employer.

### **Industry**

Engineering; Oilfield Services Division

### **Position Description**

Full-Time

*Position Title*

## Field Engineer

### *Description*

Do you want to work with some of the world's most advanced technology as an engineer today? Do you want to prepare for a career as a manager in the future? Does the thought of sitting in a cubicle from 8 to 5 everyday sounds terribly dull?

Schlumberger Oilfield Services is a recognized technology leader providing products, services and solutions to the oil & gas exploration and production (E&P) industry. Our headquarters are located in Houston, Texas and Paris, France with regional offices that are located in 80 countries.

Oil and natural gas supply are almost two-thirds of the world's energy needs today and are likely to continue to do so for many decades to come. While the world is not running out of oil and gas reserves anytime soon, their future development poses significant challenges for an industry that has only recently emerged from a long period of underinvestment. In this landscape, the exploration and production (E&P) industry is increasingly challenged to bring new supplies on line, on time, and at acceptable cost.

New exploration, some which has already begun, will be hampered by the remoteness, inaccessibility, or geological complexity of many areas. To overcome these challenges, new ways of working and new technologies are necessary components of the E&P industry's response.

This is a great opportunity for engineers like you to contribute and have a big impact on the world's energy future.

The Schlumberger Field Engineer position is a demanding, sometimes physical job involving complex technology utilized to optimize solutions for Exploration and Production companies. The information and services the Field Engineer provides helps our clients locate, evaluate, and produce oil and gas reservoirs more efficiently.

As a Field Engineer you will be responsible for all aspects of the Schlumberger operation at the job site, be it a seismic vessel, an offshore oil rig, or a desert land rig. You will receive intense training in technical theory and applications, troubleshooting, procedures, safety, crew management, and client interaction. You will progress through a structured training program lasting 30-36 months (including 3 promotions) and spend an average of 3-4 years (in total) working in the field.

This entire experience will prepare you for advancement into a variety of management, technical, marketing and/or personnel roles. You will be given a great deal of independence and responsibility so you must have a high degree of self-sufficiency. The job requires the ability to work under pressure and thrive in a variety of outdoor, 24-hour work environments. A sense of adventure is a must!

Leave the suit and tie/heels behind: our dress code is coveralls, hardhats, steel-toed boots, and safety glasses!

Starting positions are available throughout the United States and internationally, virtually anywhere oil and gas are found.

Requirements are:

- BS or MS degree in Mechanical, Electrical, Chemical, Civil, Aerospace and Industrial Engineering
- Minimum GPA 2.50 / 4.0
- Valid driving license and an acceptable driving record
- The legal right to work in the United States.

You can apply through your school's job website or online at [www.slb.com/careers](http://www.slb.com/careers)

*Position Title*

Research, Development and Manufacturing Engineers and Scientists

*Description*

Schlumberger is the world's leading oilfield services provider, trusted to deliver superior results and improved E&P performance for oil and gas companies around the world. Through our well site operations and in our research and engineering facilities, we are working to develop products, services and solutions that optimize customer performance in a safe and environmentally sound manner.

Research & Development engineers and scientists in Schlumberger engage in everything from thermodynamics to seismic modeling, from reservoir simulation to nuclear physics, from embedded software to mechanical design. Experts from almost all engineering and applied sciences disciplines are needed in order to create, design and build the most advanced technology available anywhere in the industry, worldwide.

Manufacturing, supply chain and logistics professionals and engineers are critical to our mission to build and deploy the world's most advanced oilfield equipment and technology. We emphasize LeanSigma, a combination of Six Sigma and Lean Manufacturing designed to exceed industry standards.

Collectively, our Research, Development & Manufacturing (RDM) group is committed to creating, designing, building and deploying the most technologically advanced oilfield equipment and solutions available anywhere in the world. Each year, we spend over 3 billion US dollars doing just that, which is more than all our major competitors combined.

We are looking for extremely high-energy, self-motivated women and men with exceptional problem-solving, communication, leadership and interpersonal skills who are seeking challenges around the globe. If you have any of the academic qualifications listed below, submit an application to join our team of international experts.

Research & Development: Masters or PhD in Chemistry, Computer Engineering, Computer Science, Electrical Engineering, Electronics, Geology, Geophysics, Materials Science, Mathematics, Mechanical Engineering,

Manufacturing, Supply Chain and Logistics: Bachelors, Masters or PhD in Computer Science, Electrical Engineering, Industrial Engineering, Logistics, Manufacturing, Mechanical Engineering, Supply Chain.

## 2. Siemens Corporation

<http://www.usa.siemens.com>

Days 1 and 2, Booth 122-123

### **Company Overview**

Siemens AG (NYSE:SI) is one of the largest global electronics and engineering companies with reported worldwide sales of \$107.4 billion in fiscal 2006. Founded 160 years ago, the company is a leader in the areas of Medical, Power, Automation and Control, Transportation, Information and Communications, Lighting, Building Technologies, Water Technologies and Services and Home Appliances. With its U.S. corporate headquarters in New York City, Siemens in the USA has sales of \$21.4 billion and employs approximately 70,000 people throughout all 50 states and Puerto Rico. Eleven of Siemens' worldwide businesses are based in the United States. With its global headquarters in Munich, Siemens AG and its subsidiaries employ 480,000 people in 190 countries. For more information on Siemens in the United States: [www.usa.siemens.com](http://www.usa.siemens.com).

### *Divisions/Departments*

Siemens Building Technologies  
Siemens Energy & Automation  
Siemens Hearing Instruments  
Siemens IT Solutions & Services  
Siemens Medical Solutions  
Siemens Medical Solutions Diagnostics  
Siemens-OSRAM Sylvania  
Siemens PLM Software  
Siemens Power Generation  
Siemens Power Transmission & Distribution  
Siemens Water Technologies

### *Achievements*

BusinessWeek Recognizes SIEMENS as a "Best Place to Launch a Career" company:  
[http://bwnt.businessweek.com/interactive\\_reports/career\\_launch\\_2008/index.asp](http://bwnt.businessweek.com/interactive_reports/career_launch_2008/index.asp)

### **Industry**

Accounting, Automotive, Communication/Media, Consumer Products, Electronics, Energy & Environment, Engineering, Financial Services, Hospital/Healthcare, Telecommunications, Transportation, Utilities

### **Position Description**

[http://www.usa.siemens.com/pool/en/jobs\\_careers/university\\_recruiting/florida09.pdf](http://www.usa.siemens.com/pool/en/jobs_careers/university_recruiting/florida09.pdf)

### *International Internship Program*

The Siemens International Internship Program is open to all students who are presently enrolled in a full course of study at a university or college abroad or have graduated within the last six months.

The purpose of the internship program is:

- To enable students to experience first hand how business works in a foreign country and to expose the student to a different culture.
- To assist Siemens in recruiting the best and the brightest college graduates by exposing them during their later college years to real world business experience and fostering the student's interest in a career with Siemens.

Prerequisites for an internship application:

- Two years of fulltime studies at a university or higher educational institute in a business, technical or engineering field
- Previous practical experience, e.g. internship or apprenticeship (preferably with Siemens)
- Good command of spoken and written English
- Computer literacy and familiarity with standard software programs
- Sufficient time: the internship lasts at minimum 6 months

### 3. ExxonMobil

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

Day 1, Booth 118

Day 2, Booth 119

#### **Company Overview**

ExxonMobil is the world's largest publicly traded international oil and gas company. We hold an industry-leading inventory of global oil and gas resources. We are the world's largest refiner and marketer of petroleum products. And our chemical company ranks among the world's largest. But we are also a technology company, applying science and innovation to find better, safer and cleaner ways to deliver the energy the world needs.

#### **Industry**

Energy and Environment

#### **Position Description**

Internships

*Position Title*

Engineer Co-Op or Intern

*Description*

ExxonMobil offers summer internship and multi-term Co-Op positions for all engineering disciplines. All summer 2009 internship have already been filled, but there are still Co-Op positions open starting in the fall 2009 semester.

Full-Time:

*Position Title*

Engineer Full-time

*Description*

All Engineering disciplines seeking full-time positions. Most positions are filled during the fall career expo, but limited positions remain for Spring and Summer graduates.

#### 4. Cameron

<http://www.cameroncareers.com>

Day 2, Booth 240

##### **Company Overview**

Cameron is a leading international manufacturer of oil and gas pressure control equipment, including valves, wellheads, controls, chokes, blowout preventers and assembled systems for oil and gas drilling, production and transmission used in onshore, offshore and subsea applications, and provides oil and gas separation, metering and flow measurement equipment. Cameron is also a leading manufacturer of centrifugal air compressors, integral and separable gas compressors and turbochargers.

Cameron offers employees rewarding and challenging careers in an exciting, evolving market.

We develop cutting edge technology that makes our customers more successful.

With its headquarters in Houston, Cameron is a dynamic, growing company that needs self-motivated, enthusiastic talent to lead us through the 21st century. Our great heritage of technological milestones differentiates us from our competitors. Even more exciting though, is the advanced technology we are working on right now.

##### **Industry**

Manufacturing (corporate division)

##### **Position Description**

*Position Title*

Global Rotational Development Program - Summer Internship

*Description*

Industrial Engineer – Summer Internship

Candidates will go through our Global Rotational Development Program (GRDP) for Summer Interns. This 10-week program is designed to build on the existing technical skills of participants, by exposing them to experienced company professionals in one of our many manufacturing locations throughout eleven different divisions.

The assignments are in at least three of the following areas:

1. Manufacturing Engineering
2. Materials Management
3. Quality Assurance
4. Shop Supervision

Interns are required to present an overview of their assignment at the conclusion of the internship. GRDP interns WILL be required to relocate. Upon completion of the assignment, interns will be evaluated. Based on the evaluation interns may be recommended for a second internship, or full time placement for our 2-year rotational GRDP which will utilize their experience, training and skill level.

*Degree Desired:*

Industrial Engineering  
Mechanical Engineering  
Supply Chain  
Operations Management  
Materials Science

## 5. Entergy

<http://www.entergy.com/careers>

Day 2, Booth 234

### **Company Overview**

Entergy Corporation is an integrated energy company engaged primarily in electric power production and retail distribution operations. Entergy owns and operates power plants with approximately 30,000 megawatts of electric generating capacity, and it is the second-largest nuclear generator in the United States.

Entergy delivers electricity to 2.7 million utility customers in Arkansas, Louisiana, Mississippi and Texas. Entergy has annual revenues of more than \$11 billion and approximately 14,300 employees.

### **Industry**

Energy and Environment, Nuclear Division

### **Size/Number of Employees**

14,300

### **Locations**

Jackson, MS

### **Position Description**

*Position Title*

Student Intern

*Description*

JOB PROFILE

Industrial Engineering Intern  
Organizational re-design  
Work sampling studies  
Work productivity analysis

Benchmarking  
Work process evaluation & re-design  
Work destruction  
Cost benefit analysis  
Simulation model development to determine the least cost and shortest cycle time process  
Facility optimization  
Updates and development of fleet performance measures  
Review industry data and calculate the top decile numbers for all industry indicators.  
Develop presentations using the industry data to show fleet performance in relation to the industry

#### PROFILE REQUIREMENTS

GPA 3.0 or above. BS in Industrial Engineering. Good communication skills required. Travel to nuclear sites required. Computer skills – familiar with HTML as well as Windows environment and Microsoft toolkit (Word, Access, Excel, PowerPoint).

## 6. Frito-Lay, Inc.

<http://www.fritolay.com>

Day 2, Booth 244

#### **Company Overview**

Frito-Lay, Inc., a division of PepsiCo, is the largest and fastest growing snack food manufacturer in the United States. Our brands are among the most recognized in the country and include: Doritos, Lay's, Ruffles, Cheetos, Tostitos, SunChips, Cracker Jacks, Grandma Cookies, Rold Gold Pretzels and many more. Frito-Lay was the forerunner in removing trans fats from our products by changing to Sunflower oil for all of our fried products. Today, the company's goal is to inspire well-being through the introduction of several new good-for-you products, such as, Flat Earth, Baked Lays, Baked Cheetos, Baked Scoops, Multigrain Tostitos, Portion Control Snacking, Reduced Salt products, Stacy's Pita Snacks and many more. In our efforts to become a green company, Frito-Lay continues to make great strides in developing environmentally friendly processes, such as, utilizing solar energy to help meet our electricity needs, recycling 80-90% of water used, and co-generation to heat our fryers, with more new processes still to come. Frito-Lay holds a 60% share of the core salty food market with sales totaling over \$13 billion annually. PepsiCo has grown 15% a year for the past 30 years, doubling the business every five years.

#### **Industry**

Other

#### **Locations**

Kathleen, GA

#### **Also Looking For...**

Engineering-Chemical, Engineering-Electrical, Engineering-Industrial, Engineering-Material Sciences, Engineering-Mechanical

## 7. General Electric

<http://www.gecareers.com>

Days 1 and 2, Booths 129

### **Company Overview**

GE operates in more than 100 countries and employs 313,000 people worldwide. Our global presence, innovation and financial strength help to make GE a dynamic place to work, giving you the advantage of a large company, with the agility of a small company, where your voice is heard.

The Company traces its beginnings to Thomas A. Edison in 1878. GE is the only company listed in the Dow Jones Industrial Index today that was also included in the original index in 1896. Jeffrey R. Immelt is Chairman and Chief Executive Officer as of September 7, 2001.

### **Industry**

Diversified financials: Infrastructure (train, energy, aviation), healthcare, money, NBC

### **Size/Number of Employees**

313,000

### **Position Description**

To be considered for employment and eligible for opportunities with GE:

- 1) Go to [www.gecareers.com/campusinterview](http://www.gecareers.com/campusinterview) and complete GE's online application for the specific job or program of interest.
- 2) Make sure you attend the career showcase and stop by the GE booth to meet the recruiters. Bring your candidate reference number from completing step 1 with you.

In January 2009, GE will be recruiting for the positions below. Please note the contact for each position.

- Financial Management Program: Internships ([Ashley.Gaal@ge.com](mailto:Ashley.Gaal@ge.com))
- Engineering and Management Programs: Full-Time jobs and Internships ([Craig.Young@ge.com](mailto:Craig.Young@ge.com))
- Information Technology Program: Full-Time jobs and Internships ([Craig.Young@ge.com](mailto:Craig.Young@ge.com))

### **Internships**

GE offers full-time, paid\* internships to qualified candidates at each of our GE Businesses. Gain hands-on experience while working on challenging projects, network with professionals and learn from some of the brightest minds in business.

GE also offers co-ops to four-year college students who want to work more than 12 weeks while maintaining their college schedules. Co-ops allow students to contribute to and learn from exciting projects and network with GE professionals. Co-ops typically last between three and nine months, and most times, run from January to June or June to December. Check the cooperative education office at your school before applying to make sure you can earn credit for a GE co-op.

### ***Basic Qualifications***

In addition to the appropriate degree and major, there are three additional qualifications you must meet to be considered for a GE internship or co-op:

- You must be a full-time student enrolled in a four-year college or university
- For U.S. internships only: You must maintain a minimum of a 3.0 out of 4.0 overall grade point average; or for master's students, a 3.2 out of 4.0 overall grade point average.
- You must be authorized to work in your country full-time and without restriction during your internship\*

### ***What will internships/co-ops do for you?***

Besides a competitive salary, as valuable members of our team, interns and co-ops may earn the same benefits available to full-time employees. These may include:

- Relocation assistance or housing stipend
- Accrued vacation time
- Opportunities to network with managers and other interns at informational sessions, career fairs, social events and recreational activities

### **Full-Time:**

#### **Operations Management Leadership Program (OMLP)**

OMLP is an ideal entry point for engineers with the energy and drive to define and deliver world-class manufacturing processes, products and services. Operations at GE... the drivers of operational excellence for the company.

#### ***Program Summary***

- Intensive two-year entry-level program with at least three rotational assignments
- Possible assignments include: Manufacturing Shop Operations, Process Engineering, Six Sigma Quality, Materials Management, Supply Chain Management, Environmental Health & Safety
- Mentoring, teamwork, ongoing reviews and defined deliverables
- Technical training in Contemporary Manufacturing, Global Supply Chain Management, APICS Certification, Six Sigma Quality training, Environmental Health & Safety
- Business training and challenging experience in: Project Management, Team Leading, Negotiation, Manufacturing Finance

#### **Edison Engineering Development Program (EEDP)**

A total development program --you bring the passion for technology and we'll supply technical training and projects for you to excel on a world-class team.

EEDP will advance your technical problem-solving skills through advanced courses in engineering and real life business experience.

### ***Program Summary***

- A two-year entry-level program providing three or more rotational assignments
- Assignments are engineering projects driven by real GE business priorities.
- Diverse experiences may include: Systems, Analysis, Design, Quality, Reliability, Integration & Test
- Technical problem-solving skills developed via advanced engineering coursework, formal reports and presentations to senior leadership
- Business skills developed in corporate leadership courses
- Opportunity to earn credit towards a MS degree in Engineering and in real world application technology

### ***Candidate Criteria***

- Passion for technology
- Demonstrated academic excellence
- Commitment to technology and quality
- Strong analytical, problem-solving and communication skills;
- Engineering degree and relevant internship/co-op experience preferred
- Minimum GPA 3.0/4.0

### **Commercial Leadership Program (CLP)**

As part of our strategy to achieve commercial excellence and drive organic growth, we are developing a pipeline of strong sales and marketing leaders at GE through the Commercial Leadership Program (CLP). CLP offers a core curriculum that fosters the development of commercial skills and techniques that are critical to success in all GE businesses. The structure, duration and additional training are determined at the business level to meet their specific development and industry needs. Although the approach may vary by business, the end result is the same - CLP prepares candidates for a successful career in sales or marketing by providing the opportunity to learn about our products, industry, and customers while making valuable contributions to the organization.

## **8. Harris Corporation**

<http://www.harris.com>

Day 1, Booth 323-324; Day 2, Booth 322-324

## 8.1. Company Overview

Harris is an international communications and information technology company serving government and commercial markets in more than 150 countries. Headquartered in Melbourne, Florida, the company has annual revenue of over \$5 billion and 16,000 employees — including nearly 7,000 engineers and scientists. Harris is dedicated to developing best-in-class assured communications™ products, systems, and services. Additional information about Harris Corporation is available at [www.harris.com](http://www.harris.com)

### *Divisions/Departments*

Government Communications: Harris is a leading supplier of innovative, highly reliable communications systems and services critical to the Department of Defense intelligence agencies, civil agencies and homeland security, and a leading provider of:

- Satellite communications systems for U.S. government agencies
- Phased array antenna technologies
- Large, space-unfurlable antennas for communications satellites
- Telecommunications, weather and Air Traffic Control communications systems to the Federal Aviation Administration (FAA)
- Information processing systems for the U.S. Census Bureau and National Archives;
- Technical service and support for large government operations including the Air Force Satellite Control Network and the Patriot program;
- Advanced avionics for next-generation aircraft
- Image-processing solutions for defense and intelligence

Microwave Communications: The world's appetite for better, faster, and more convenient communications continues to increase. Microwave radios are helping to satisfy demand by eliminating the need to lay cables, dig trenches, and obtain right-of-way approvals and permits. Harris wireless solutions significantly reduce costs and speed the implementation and activation of new communications networks by months or even years. Leadership positions include:

- Largest supplier of microwave radio systems in North America;
- Installations in more than 150 countries;
- Leading provider of complete microwave solutions
- Broadest point-to-point microwave product line in industry
- Robust network management system

Broadcast Communications: The evolution and implementation of digital technology dominates today's world of television and radio broadcasting. Harris has solidified its leadership position in this industry with total content delivery solutions, including advanced digital transmission, automation, asset management, and network management solutions. Harris is:

- North America's oldest and largest supplier of broadcast systems;
- Leader in digital broadcast products and systems for television and radio worldwide;
- Installations in more than 70 countries;
- Leader in HD Radio systems;
- A leading provider of software solutions to manage broadcast and media workflow
- Leader in enterprise automation systems

RF Communications: Today's global peacekeeping efforts are increasingly multinational and multforce in nature. Harris is at the forefront of developing military radio systems that are highly flexible, interoperable, and capable of simultaneously supporting the diverse mission requirements of the 21st Century peacekeepers. Harris is:

- A worldwide leader for tactical radio products and systems;
- Products used by more than 100 countries;
- Leading supplier of HF, VHF, UHF, and multiband radio systems
- Number one supplier of HF and multiband radios to allied military forces worldwide;
- Leading supplier of cryptographic solutions
- Developing next-generation radios for U.S. and UK defense forces

#### *Future of Our Company*

Harris operating divisions are customer focused and are expanding addressable markets around the world to allow for continued growth. Recent acquisitions and additional strategic acquisitions will add product lines, address new market segments or increase global scale economies. The Harris balance sheet is in good order and debt capacity is in place to support needed financing for growth. The management team and all Harris employees are focused on delivering continued positive results, and the company expects continued growth and profitability improvement in fiscal 2006. (Outlook comments are based on remarks by Howard L. Lance, chairman, president and CEO, during March 10-11, 2005 financial analysts meeting.)

### **8.2. Size/Number of Employees**

16,000

### **8.3. Locations**

Melbourne, FL

### **8.4. Position Description**

200 Expected college hires

Includes the solution of technical manufacturing process and engineering problems. Review and advise on engineering change orders, interpret drawings, interface with suppliers of products/services/equipment. May supervise manufacturing teams

#### *Manufacturing Engineer*

BS in Mechanical Engineering or Industrial Engineering

Prefer 2.8 or greater GPA. Requires competency in MS Office Suite. Experience with CAD Tools is preferred. Exposure to Lean Manufacturing Techniques and MS Project are also desirable. Must possess strong communication and teamwork skills. Most positions require a security clearance, or the ability to obtain one. In addition to a favorable investigation of your background, a security clearance is only granted to U.S. citizens.

Review new innovative designs for manufacturability and Design to Cost (DTC) goals. Plan and support the build and modification of prototype and development electronics systems including procurement support, assembly method / work instructions generation, tooling design support, material/process development, facilities/equipment planning, and resolution of manufacturing, quality and reliability issues. Production positions are also available to plan and execute programs with low to medium volume deliveries while monitoring Lean Manufacturing goals,

quality / defect / test yield goals, production schedule objectives, and cost of products objectives.

#### *Quality Engineer*

BS in Industrial Engineering

Prefer 2.8 or greater GPA. Requires competency in MS Office Suite. Exposure to Lean Manufacturing/Quality Techniques and MS Project are desirable. Must possess strong communication and teamwork skills. Most positions require a security clearance, or the ability to obtain one. In addition to a favorable investigation of your background, a security clearance is only granted to U.S. citizens.

Develops, applies, revises and maintains quality standards for receiving, in-process and final inspection in accordance with the company's contractual requirements. Writes inspection procedures and assists in reviewing and evaluating in-process rejections, obtains disposition and implements corrective action as needed. Serves as primary customer Quality interface. Positions available in development and production environments.

### **8.5. Culture/Work Environment**

#### *Dress Code*

Business Casual

#### *Tuition Reimbursement*

yes

#### *Tuition Reimbursement: Additional Information*

We provide 100% reimbursement for tuition and associated lab fees for approved graduate courses. An employee must be full time and the course of study must be relevant to the employee's current job or to other jobs for which Harris regularly hires employees.

#### *Working Hours and Vacation*

Working Hours - 40 hours per week

Vacation - 80 hours per year

## **9. Lockheed Martin**

Day 1-2, Booth 312-315

### **History / Company Information**

Lockheed Martin is a highly diversified \$35.5 billion advanced technology company and the strategic leader in the aerospace industry with major positions in information systems, software development, space, launch vehicles, aeronautics, electronics, environmental services, and energy programs. The vision of the Corporation is to be the world's premier systems engineering and technology enterprise. To meet that vision, Lockheed Martin will continue to build on its history of success in identifying and capitalizing on key information systems, electronic, aerospace, and energy technologies.

### **Recent News**

**Parent Company / Industry**

Aerospace/Defense

**Size / Number of Employees**

130,000

**Locations**

**NORTHEAST**

Syracuse, NY      Marlton, NJ      Archbald, PA      Marion, MA  
Owego, NY      Moorestown, NJ      King of Prussia, PA  
Schenectady, NY      Cherry Hill, NJ      Norristown, PA  
Mitchel Field, NY      Cherry Hill, NJ (2)      Newtown, PA

**MID-ATLANTIC**

Fairfax, VA      Sterling, VA      Baltimore, MD      Rockville, MD (2)  
Fairfax, VA (2)      Gaithersburg, MD      Greenbelt, MD      Rockville, MD (3)  
Hampton, VA      Bethesda, MD      Seabrook, MD  
Manassas, VA      Hanover, MD      Rockville, MD

**SOUTHEAST**

Orlando, FL (1)      Oldsmar, FL      New Orleans, LA  
Orlando, FL (2)      Greenville, SC  
Riviera Beach, FL      Marietta, GA  
Cocoa Beach, FL      Stennis Space Center, MS

**SOUTHWEST**

Phoenix, AZ      Dallas, TX  
Albuquerque, NM      Houston, TX  
Las Cruces, NM      San Antonio, TX  
Fort Worth, TX

**CENTRAL**

Akron, OH      Denver, CO  
Eagan, MN      Colorado Springs, CO  
Omaha, NE      Colorado Springs, CO (2)

## PACIFIC

[Palmdale, CA](#)

[Moffett Field, CA](#)

[Sunnyvale, CA](#)

[Vandenberg AFB, CA](#)

[Livermore, CA](#)

[San Diego, CA](#)

[San Diego, CA \(2\)](#)

[Santa Maria, CA](#)

[Los Angeles, CA](#)

[Mountain View, CA](#)

## Products / Services

Our major product lines include:

• Information Systems and Technology

• Communications Systems

• Processors and Semiconductors

• Electro-Optical Systems

• Radar Systems

• Guidance, Navigator & Control Systems

• Avionics Systems

• Space Science Instruments

• Satellites & Launch Vehicles

• Aircraft Design & Development

• Energy Systems

• Homeland Security

## Industrial Engineering Position Description

### Internship / Co-op Program

#### INTERNSHIPS AND CO-OPS

**Intern:** A college temporary hire currently enrolled in and pursuing a degree at an accredited college or university. The intern will be given work related to their degree area.

**Co-op Student:** A college temporary hire currently enrolled in and pursuing a degree at an accredited college or university and will be given work related to that degree area. Co-ops must be enrolled with their school's formal "Co-operative Education Office (or equivalent)." These students may receive academic credit for their work with Lockheed Martin.

#### Preview the possibilities.

What is it like to experience a Lockheed Martin career? That's an excellent question. Perhaps the best answer is to preview the experience — as an intern or a participant in our co-op program.

#### Search for an internship or co-op now.

Easily find the intern or co-op opportunities that best suit your needs and ambitions.

[Search jobs.](#)

[See a snapshot of all our internships and co-ops.](#)

To be considered for an internship or co-op opportunity, [submit your resume.](#)

These aren't just any internships or co-ops.

Our interns and co-op participants can benefit from mentoring, coaching and side-by-side work with knowledgeable and experienced experts in their field. The objective is real hands-on work assignments on projects related to your major, and, of course, to gain valuable job experience. Additional benefits of these programs include:

- Competitive salaries
- Flexible work schedules
- Professional development
- Social activities

Many of our positions do require the ability to obtain a security clearance.

## **Culture / Work Environment**

## **Special Programs / Training**

### **TRAINING AND LEADERSHIP DEVELOPMENT PROGRAM**

#### **Innovating, exploring, embracing new possibilities:**

This means always moving ahead in terms of learning and skill development. That's our view. Because individual development is a uniquely powerful strategy — for us and for you.

#### **A wide range of programs, initiatives and opportunities**

Our commitment to your training and professional development defines our character as an employer. You will find that we offer different instructional methods to suit your learning style and schedule. Opportunities can include formal classroom training such as online learning, special assignments, mentoring and/or coaching, on-the-job-training and special task forces. Benefits such as our tuition reimbursement program encourage your continuing degree education, especially in technical fields. And, because we are such a large and diverse employer, we offer various enhanced opportunities for internal career mobility across the breadth and scope of our global presence.

#### **Leadership Development Programs (LDPs)**

The objective is to help participants develop the comprehensive toolkit of experience, skills and leadership needed to prepare and compete for future leadership positions in business and technical areas.

#### **Program components**

Leadership Training • Technical Training • Attendance at Leadership Development Conferences • Rotational Assignments

## LDPs tailored to your interests

[Communications](#)

[Engineering](#)

[Finance](#)

[Human Resources](#)

[Information Systems](#)

[Operations](#)

[Click here](#) for Geographic Opportunities by LDP.

## 10. OTIS

<http://www.otiscareers.com>

Days 1 and 2, Booth 238

### 10.1. Company Overview

Otis is the world's largest manufacturer, installer, and maintainer of elevators, escalators, moving walkways and other horizontal transportation systems. Otis is a proud member of the United Technologies Corporation (UTC) family of companies. UTC is a diversified FORTUNE 50 Company whose products include Carrier HVAC and refrigeration systems Hamilton Sundstrand aerospace and industrial products Pratt & Whitney aircraft engines, turbines and space propulsion systems Sikorsky helicopters UTC Fire & Security systems and services UTC Power fuel cells and our stand alone Research Center.

The Southern region of the Otis Elevator Company has entry level sales opportunities available in the following areas: VA,WV,NC,SC,TN,GA,FL,PR,AL,MS,LA,AR,TX,MO,KS,OK,NM.

### 10.2. Industry

Architecture/Construction/Planning, Manufacturing

### 10.3. Position Description

*Position Title*

Technical Sales Representative

*Description*

The Southern region of the Otis Elevator Company has entry level sales opportunities available in the following areas: VA,WV,NC,SC,TN,GA,FL,PR,AL,MS,LA,AR,TX,MO,KS,OK,NM.

*Key responsibilities:*

- Servicing existing accounts to ensure retention of business
- Selling Otis products and/or services upgrades
- Developing and expanding the sales territory through cold calling and familiarity with local market conditions and competitor dynamics
- Providing technical support to current and prospective customers
- Monitoring and managing the collections of accounts

Ideal candidates have engineering, business or marketing degrees and strong organizational, analytical, communication and people skills. A working knowledge of Microsoft software applications and mainframe computer familiarity are a plus. Successful candidates can interact effectively with customers, team members and Otis management and have the initiative and motivation to be successful in a demanding, technical environment.

## 11. RaceTrac Petroleum

<http://www.racetrac.com>

Days 1 413

### 11.1. Company Overview

At RaceTrac, our company's core values are at the root of our success. Honesty, Respect, Positive Attitude, Efficiency, Teamwork - these values guide everything that we do. Between our more than 525 retail gasoline convenience stores in 12 southeastern states and our Store Support Center, RaceTrac offers tremendous mobility and career growth opportunities for outgoing, self-driven individuals who exemplify these behaviors. RaceTrac is a \$6+ billion corporation and our SSC (Store Support Center) is conveniently located in Atlanta, GA. If you thrive in a fast-paced, entrepreneurial environment - one that encourages learning, experimentation and growth - consider a career at RaceTrac.

#### *Products and Services*

RaceTrac operates over 525 retail gasoline convenience stores in 12 southeastern states. A standard RaceTrac features

20-24 fueling positions and a 4000 plus square foot convenience store, featuring over 4000 items.

#### *Achievements*

RaceTrac Petroleum is ranked as the 2nd largest privately held company in Georgia, and also is listed on Forbes Top 500 Privately held companies.

#### *Future of Our Company*

RaceTrac's current strategy is to grow its market presence each year within its current geographical area. The Company plans to build between 35 and 45 new locations each year for the next five years.

#### *Competitors*

QuickTrip

### 11.2. Industry

Energy and Environment

### 11.3. Size/Number of Employees

360 Corporate

### 11.4. Locations

Atlanta, GA

### **11.5. Position Description**

#### *Position Title*

Summer Internships

#### *Description*

RaceTrac's Summer 2009 Internship program offers opportunities in Real Estate, Construction, Engineering, Accounting, Marketing, Special Projects, Decision Support Services, Human Resources as well as other areas. This is a paid 10-week program in Atlanta, GA. All interns will work at our Store Support Center in Northwest Atlanta.

The program will consist of following three elements:

**Departmental Assignment:** Interns will spend 80% of their time working on projects related to his/her specific department. This assignment will give the interns an opportunity to gain real life experience in his/her field.

**Strategic Review:** This element is a competition. It is comprised of cross-functional teams who will do a strategic review of RaceTrac's operations and then propose one idea to improve operations.

**Social Calendar:** There will be scheduled social functions for interns and RaceTrac Management to attend as an opportunity to get to know one another outside the standard work environment.

This is a great opportunity with one of Atlanta's largest privately held companies. RaceTrac is a \$5+ billion corporation with over 525 locations in 12 southeastern states. Our Store Support Center is located conveniently 1/4 mile inside the perimeter at 285 and 75. For more information, please contact Jennifer Bauer at [internship@racetrac.com](mailto:internship@racetrac.com)

### **11.6. Culture/Work Environment**

#### *Dress Code*

Casual

#### *Travel*

< 30% Travel; Depending on department, employees can expect to travel anywhere from 0-50%. Most travel is Tuesday- Thursday and very rarely over weekends.

#### *Tuition Reimbursement*

No

## **12. Raytheon**

<http://www.rayjobs.com/campus>

Day 2 401

### **12.1. Company Overview**

Raytheon is a global technology leader that provides innovative solutions to customers in 80 nations. As one of the most admired industry leaders, we provide the most advanced technology in the world in the strategic business areas of Homeland Security, Missile Defense,

Precision Engagement and Intelligence Surveillance Reconnaissance. Our engineers are leaders in the field of electro-optics, systems engineering, mechanical and structural systems, software development, radio frequency systems, and processing systems. Through strategic vision, disciplined management, and world-class talent, Raytheon is delivering operational advantages for customers everyday while helping them prepare for the missions of tomorrow.

## **12.2. Industry**

Aerospace

## **12.3. Size/Number of Employees**

80,000

## **12.4. Position Description**

Internships:

<http://rayjobs.com/campus/index.cfm?Tool=CoopInternJobs>

Full-Time:

*Position Title*

AE/EE/ME/IE/CS/Systems

*Description*

Engineering – Aeronautical:

Designs, develops, and tests a variety of power plants, aircraft, missiles, and parts, taking into consideration the most efficient use of the natural laws affecting flight. Establishes structural specifications, documentation, performs stress analysis, and conducts performance tests, and/or aids in aerodynamic designs of missile airframes

Engineering – Electrical:

Researches, develops, designs, and tests electrical components, equipment, systems, and networks. Ensures desired reliability is properly specified, allocated and predicted. Designs electrical equipment, facilities, components, products, and systems for commercial, industrial, and domestic purposes. Designers require expertise in analog, digital, high-frequency circuit design or avionics design. Possible opportunities would include (but would not be limited to) designing computer systems, develop new software for microwave and millimeter wave components and systems, designing advanced ground and satellite communication systems, air traffic control systems, air defense systems, developing advanced software or designing digital circuitry.

Engineering – Mechanical:

Entry level position into Mechanical Engineering. Typical assignments include the design and production support of electro-mechanical systems, such as electro-optic systems, phased-array radar systems, and computer systems. These systems produced by Raytheon are either airborne-, ground-, missile-, or spacecraft-based systems. The design of these systems requires the application of fundamental mechanical engineering skills in the areas of stress, vibration, thermodynamics, heat transfer, fluid mechanics, controls, testing, metal fabrication techniques, and manufacturing processes. Knowledge of fundamental computer aided design tools, such as Pro/ENGINEER or CATIA is considered an asset. The position requires effective written and oral

communication skills and the ability to work well in a team environment. Good computer skills are also required.

#### Engineering – Operations:

Responsible for the production and quality of the product, and the process that directly pertain, encompassing primarily one or more of the following engineering disciplines: CIM, failure analysis, industrial manufacturing, manufacturing equipment, process, product, quality assurance, reliability, supplier quality, test and tool. Excludes design and development engineers.

#### Engineering – Software:

Conducts or participates in multidisciplinary research and collaborates with systems engineers, equipment designers and/or hardware engineers to design, develop, and test, software, and/or embedded system software. Must be proficient in two or more software development languages (preferably C++, Java and C). Able to use various software tools on HP or SUN workstations in typical software development environments. Fundamental understanding of basic software principals, theories and concepts related to software engineering (including software development lifecycle and software development process) and Object Oriented analysis, design and programming.

#### Engineering – Systems:

Creates / monitors system architecture, configuration and integration (both internal to our system and to the external platform for hardware and software) for electronic or electromechanical equipment or systems-oriented products and prepares related installation, operation, and maintenance specifications and instructions; analyzes equipment to establish operating data and conducts experimental tests; analyzes engineering proposals and related technical data to determine feasibility of assigning new equipment or modifying existing equipment. Responsible for prototype construction and checkout; compiles operational data and prepares customer application information. Positions available in Guidance and Control; Systems Analysis; and Test and Evaluation.

### **12.5. Also Looking For...**

Engineering-Electrical, Engineering-Industrial, Engineering-Mechanical, Engineering-Other

## **13.American Express**

<http://www.americanexpress.com/jobs>

Day 2, Booth 419

### **1.1 Company Overview**

American Express Company, together with its subsidiaries, operates as a payments, network, and travel company worldwide. It offers individual consumer charge cards, revolving credit cards, and cobrand cards; and merchant acquisition and processing, and proprietary payments services. The company also issues travelers checks; various prepaid products, including reloadable and nonreloadable prepaid cards; incentive prepaid products, such as gift cheques, points-based incentive cards, and incentive funds card; and prepaid gift cards. In addition, American Express provides expense management services to approximately 100,000 firms through its corporate card program, corporate purchasing solutions, electronic invoicing and

payment services, and business travel services. Its travel services include travel reservation advice and booking transaction processing; travel expense management policy consultation; supplier negotiation and consultation; management information reporting, data analysis and benchmarking; and foreign exchange services. The company serves consumers, small businesses, mid-market companies, and banking institutions.

## **1.2 Industry**

Financial Services

## **1.3 Locations**

Phoenix or South Florida

## **1.4 Position Description**

### *Position Title*

American Express Technologies Summer Intern Opportunities

### *Description*

American Express Technologies

Summer Intern Opportunities

Class of 2010

Job Requisition Number 107725

### *Responsibilities*

American Express is committed to hiring the best talent in each global market where we operate, and this can mean the opportunity to shape a future that's as bright and unique as you are. We are offering full-time internship opportunities that are exciting and challenging for ambitious undergraduates (juniors).

The 2009 summer internship program is designed to identify, develop and hire top quality talent. Throughout the 10-week full-time program, participants will work within the American Express Technologies organization to understand and impact their specific functions and divisions. Additionally, interns are exposed to various areas of the company through interaction with key executives and networking opportunities.

The 2009 Summer Intern Program offers on-the-job learning, training and development. It provides participants with a broad understanding of the American Express Technologies organization, as well as experience with various Technology portfolios in such roles as Business Systems Analyst, Business Analyst, Programmer Analyst, or Project Manager.

Successful interns have the opportunity to secure a full-time position and a spot in our 18-month Undergraduate Development Program upon graduation.

### *Required Qualifications*

#### PROFILE

- Completion through Junior year for a Bachelor's degree in Computer Science, Technical Management, Operations Management, Engineering Management, Industrial Engineering, Systems Engineering, Computer Engineering, Management & Information Systems, Computer Information Systems, Network and Communications Management, and related areas

- Cumulative GPA of 3.0 or better
- Flexibility to work with various types of technology
- Evidence of leadership experience and capability

#### CORE SKILLS

- Structured analytical and problem solving skills
- Excellent ability to quickly gain necessary new skills using personal drive.
- Effective communication skills, both written and oral
- Strong ability to drive execution of project tasks

#### AMERICAN EXPRESS ONLINE APPLICATION PROCESS:

In order for your application to be considered, please complete BOTH steps as described below:

STEP 1 - SUBMIT RESUME AND COVER LETTER TO YOUR CAREER SERVICES OFFICE

STEP 2 - APPLY ONLINE AT [www.americanexpress.com/jobs](http://www.americanexpress.com/jobs)

CLICK "SEARCH JOBS" (In the navigation bar at the top of the page.)

CLICK "SEARCH OPENINGS"

UNDER KEYWORDS - TYPE REQUISITION NUMBER "107725"

CLICK "SUBMIT TO JOB" AND FOLLOW INSTRUCTIONS TO CREATE AND COMPLETE A PROFILE

American Express does not sponsor students on F-1 or J-1 visas who would require company sponsorship for work visas for this position. Therefore, such students will not be considered for this position.

American Express is an equal opportunity employer.

#### 1.5 Also Looking For...

Computers-Information Systems, Engineering-Industrial, Engineering-Other, Other

## 14. Trane Company

<http://www.trane.com>

Day 2, Booth 124

### 14.1. Company Overview

Trane ([www.trane.com](http://www.trane.com)) manufactures, manages and services HVAC equipment systems or controls for nearly half the commercial buildings in the United States. Trane is the industry leader in R&D, as well as manufacturing. We have the best people, the best equipment and the best service in the industry. Trane has the knowledge and resources to turn building systems into business advantages for our customers. Trane employs 29,000 employees globally and has annual sales of over \$7 billion.

Sales engineering is a career opportunity with the promise of a bright and rewarding future. Primarily it demands that you become more than a competent engineer. It is imperative that you have a strong desire to develop all of your talents. A career in sales engineering demands an excellent education, good interpersonal skills, determination, confidence, the will to work hard

as a team player and an aggressive desire to succeed. Engineers with backgrounds in a wide variety of engineering curricula are employed in the Trane sales engineering program.

#### **14.2. Size/Number of Employees**

29,000

#### **14.3. Position Description**

##### Full-Time

##### Trane Sales Engineer

One of the most challenging careers available to graduating engineers today is in the area of technical sales. This work — the application of engineering knowledge to the sale of technical products — is a direct result of rapid and continuous technical advancement in both industry and society.

Trane is committed to providing customers with the best HVAC systems and the most value — value through technical expertise and applications knowledge. This commitment to added value is demonstrated by the Trane Integrated Comfort™ system (ICS). ICS allows a Trane sales engineer to add value to a customer's building operation by integrating Trane-designed and built microprocessor based controls with our HVAC equipment and services into one integrated system. ICS has greatly strengthened Trane's position as the single source for all air conditioning needs, and has helped the company achieve and maintain the #1 position in the world in commercial air conditioning.

Because of rapid technical advancement, sales engineering is a career opportunity with the promise of a bright and rewarding future. Primarily it demands that you become more than a competent engineer. It is imperative that you have a strong desire to develop all of your talents. A career in sales engineering demands an excellent education, good interpersonal skills, determination, confidence, the will to work hard and the desire to succeed.

The rewards of a career in sales engineering with Trane are varied, and offer the opportunity to achieve the goals you have established for yourself. A chance to fully utilize your engineering background and the opportunity to interact with people having backgrounds similar to yours - mechanical contractors, consulting engineers, building owner/developers, industrialists and architects.

The chance to schedule your own time — Trane sales engineers have little, if any, overnight travel. Finally, the ability to earn an income directly related to your effort — Trane sales engineers enjoy an income that ranks them in the top 10% of all engineers in this country.

Engineers with backgrounds in a wide variety of engineering curricula are employed in the Trane sales engineering program. Before assignment to a field sales office, Trane sales engineers undergo the industry's best and most comprehensive training program, covering technical product and systems information along with sales and marketing strategies. Virtually all Trane sales managers and district managers are engineers who graduated from this program.

If these facts challenge you, and you would like to become a part of a dynamic and exciting company, we invite you to investigate this career opportunity with Trane.

### *Qualifications*

Qualified candidates will have a Bachelor's degree in Engineering, be a team player and have exceptional communication skills. They must be aggressive, competitive, goal oriented and possess a strong desire to sell. They must be legally eligible to work full-time in the USA without sponsorship.

### *Certificates, Licenses, Registrations*

Valid Driver's License, Proof of personal insurance

### *Physical demands*

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is regularly required to talk and hear. The employee frequently is required to walk, sit, and use hands to operate computer keyboard, and telephone. The employee is occasionally required to stand; reach with hands and arms; climb or balance; and stoop, kneel, or crouch. The employee must occasionally lift and/or move up to 25 pounds.

### *Work environment*

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. This position works in a typical office environment with visits to other offices, plants, and job sites. Frequent outdoor travel is required to visit customers. During visits to job sites, the employee is occasionally exposed to moving mechanical parts, extreme heat, and risk of electrical shock. The noise level in the work environment is usually moderate.

If you are interested in a career in sales, please send your resume to the College Recruiting Team at [recruiting@trane.com](mailto:recruiting@trane.com).

#### **14.4. Also Looking For...**

Engineering-Chemical, Engineering-Civil, Engineering-Electrical, Engineering-Industrial, Engineering-Mechanical

## **15. United Space Alliance**

<http://www.unitedspacealliance.com>

Day 2, Booth 217

### **15.1. Company Overview**

United Space Alliance, (USA), headquartered in Houston, is a Boeing/Lockheed Martin joint venture formed to manage the Space Flight Operations Contract for NASA. USA is the major corporate partner in NASA's Space Shuttle and International Space Station Programs. A major

employer at Johnson Space Center, (JSC), Texas, Kennedy Space Center (KSC), Florida, and Marshall Space Flight Center (MSFC), Alabama, USA's work force is comprised of approximately 10,000 employees. USA's charter involves the operation and human space flight, Shuttle applications beyond those of NASA, and other reusable launch and orbital systems.

**15.2. Industry**

Aerospace, Engineering

**15.3. Size/Number of Employees**

10,000

**15.4. Also Looking For...**

Computers-Information Systems, Engineering-Chemical, Engineering-Civil, Engineering-Electrical, Engineering-Industrial, Engineering-Material Sciences, Engineering-Mechanical, Engineering-Other

**16. US Army PEO STRI**

<http://www.peostri.army.mil>

Day 2, Booth 208

**16.1. Company Overview**

Modeling and Simulation systems are key and essential tools used across the services to train critical skills. PEO STRI responds quickly to critical, emerging requirements with innovative acquisition and technology solutions and puts the power of simulation into the hands of our Warfighters. Our federal service Engineers ensure that complex modeling and simulation based training products and services provided to the Government by DoD contractors meet the continually evolving and challenging needs of the Warfighter. PEO STRI Engineers support a dynamic set of tasks across numerous programs. Our Engineers readily move across programs allowing them to broaden their knowledge base and maintain an exciting and challenging environment. This flexibility supports career growth and allows our Engineering staff to be highly competitive for other job opportunities at PEO STRI and across the federal service.

**16.2. Industry**

Government/Public Administration/Law/Military

**16.3. Also Looking For...**

Computers-Hardware, Computers-Software, Engineering-Electrical, Engineering-Industrial, Engineering-Other

**17. Parsons**

<http://www.parsons.com>

Day 2, Booth 224

**17.1. Company Overview**

Founded in 1944, Parsons, an engineering and construction firm with revenues exceeding \$3.6 billion in 2007, is 100% owned by the Employee Stock Ownership Trust. We conquer the

toughest logistical challenges and deliver landmark design-build projects across the globe. Our ability to plan, design, construct, and operate diverse facilities and infrastructure systems has satisfied our clients' needs for more than 60 years. With more than 11,500 employees located worldwide, we team with an increasingly diverse group of global customers and stakeholders while providing dependable services. We measure our success one project at a time by exceeding expectations and satisfying our customers.

Candidates are encouraged to apply at <http://www.parsonsjobs.com>. Parsons offers a competitive compensation and benefits package which includes medical, dental, vision, and life insurance; tuition reimbursement program; credit union membership; Employee Stock Ownership Plan, 401(k) plan and career development. Parsons is an equal opportunity, drug-free employer committed to diversity in the workplace. M/W/D/V.

## **17.2. Industry**

Staffing & Executive Search; Water and Infrastructure Division

## **17.3. Position Description**

Please visit [www.parsonsjobs.com](http://www.parsonsjobs.com) for a list of our open Co-op Internships and Entry Level positions

Collegegrad.com Names Parsons as a Top Employer of Entry-Level Grads

The Parsons' Grad Program includes employees who:

- Graduated from college with a bachelors or masters degree within the last 5 years
- Have 0-5 years of relevant work experience in the field for which they were hired

Parsons' Grad Hires are given a variety of opportunities to enhance their learning and career development during their first 2 years of active full-time employment at Parsons.

The following opportunities are offered:

- Monthly conference calls with senior management staff
- Regional social networking events
- Parsons University online training
- Assistance identifying a mentor
- Performance evaluations every 6 months during the first 2 years of employment (as opposed to an annual cycle) – for Recent Grads

What are Parsons Recruiting Objectives?

- Attract, develop and retain top college talent
- Increase diversity to leverage Parsons' competitive advantage
- Build talent pool for future leaders and managers

## **17.4. Also Looking For...**

Engineering-Chemical, Engineering-Civil, Engineering-Electrical, Engineering-Environmental, Engineering-Industrial, Engineering-Material Sciences, Engineering-Mechanical, Engineering-Other

## 18. Philips North America

<http://www.philips.com/careers>

Day 2, Booth 434

### 18.1. Company Overview

We are a global leader in healthcare, lighting and consumer lifestyle, delivering people-centric, innovative products, services and solutions through our brand promise of “sense and simplicity.” We employ approximately 128,100 employees in more than 60 countries worldwide. With sales of 34 billion USD in 2006, we are a market leader in medical diagnostic imaging and patient monitoring systems, energy efficient lighting solutions, as well as lifestyle solutions for personal wellbeing.

### 18.2. Industry

Healthcare Products

### 18.3. Also Looking For...

Computers-Hardware, Computers-Software, Engineering-Electrical, Engineering-Industrial, Engineering-Mechanical, Engineering-Other

## 19. Raytheon

<http://www.rayjobs.com/campus>

Days 2, Booth 401

### 19.1. Company Overview

Raytheon is a global technology leader that provides innovative solutions to customers in 80 nations. As one of the most admired industry leaders, we provide the most advanced technology in the world in the strategic business areas of Homeland Security, Missile Defense, Precision Engagement and Intelligence Surveillance Reconnaissance. Our engineers are leaders in the field of electro-optics, systems engineering, mechanical and structural systems, software development, radio frequency systems, and processing systems. Through strategic vision, disciplined management, and world-class talent, Raytheon is delivering operational advantages for customers everyday while helping them prepare for the missions of tomorrow.

### 19.2. Industry

Aerospace

### 19.3. Size/Number of Employees

80,000

### 19.4. Position Description

Internships:

<http://rayjobs.com/campus/index.cfm?Tool=CoopInternJobs>

Full-Time:

*Position Title*

AE/EE/ME/IE/CS/Systems

*Description*

Engineering – Aeronautical:

Designs, develops, and tests a variety of power plants, aircraft, missiles, and parts, taking into consideration the most efficient use of the natural laws affecting flight. Establishes structural specifications, documentation, performs stress analysis, and conducts performance tests, and/or aids in aerodynamic designs of missile airframes

Engineering – Electrical:

Researches, develops, designs, and tests electrical components, equipment, systems, and networks. Ensures desired reliability is properly specified, allocated and predicted. Designs electrical equipment, facilities, components, products, and systems for commercial, industrial, and domestic purposes. Designers require expertise in analog, digital, high-frequency circuit design or avionics design. Possible opportunities would include (but would not be limited to) designing computer systems, develop new software for microwave and millimeter wave components and systems, designing advanced ground and satellite communication systems, air traffic control systems, air defense systems, developing advanced software or designing digital circuitry.

Engineering – Mechanical:

Entry level position into Mechanical Engineering. Typical assignments include the design and production support of electro-mechanical systems, such as electro-optic systems, phased-array radar systems, and computer systems. These systems produced by Raytheon are either airborne-, ground-, missile-, or spacecraft-based systems. The design of these systems requires the application of fundamental mechanical engineering skills in the areas of stress, vibration, thermodynamics, heat transfer, fluid mechanics, controls, testing, metal fabrication techniques, and manufacturing processes. Knowledge of fundamental computer aided design tools, such as Pro/ENGINEER or CATIA is considered an asset. The position requires effective written and oral communication skills and the ability to work well in a team environment. Good computer skills are also required.

Engineering – Operations:

Responsible for the production and quality of the product, and the process that directly pertain, encompassing primarily one or more of the following engineering disciplines: CIM, failure analysis, industrial manufacturing, manufacturing equipment, process, product, quality assurance, reliability, supplier quality, test and tool. Excludes design and development engineers.

Engineering – Software:

Conducts or participates in multidisciplinary research and collaborates with systems engineers, equipment designers and/or hardware engineers to design, develop, and test, software, and/or embedded system software. Must be proficient in two or more software development languages (preferably C++, Java and C). Able to use various software tools on HP or SUN workstations in typical software development environments. Fundamental understanding of

basic software principals, theories and concepts related to software engineering (including software development lifecycle and software development process) and Object Oriented analysis, design and programming.

**Engineering – Systems:**

Creates / monitors system architecture, configuration and integration (both internal to our system and to the external platform for hardware and software) for electronic or electromechanical equipment or systems-oriented products and prepares related installation, operation, and maintenance specifications and instructions; analyzes equipment to establish operating data and conducts experimental tests; analyzes engineering proposals and related technical data to determine feasibility of assigning new equipment or modifying existing equipment. Responsible for prototype construction and checkout; compiles operational data and prepares customer application information. Positions available in Guidance and Control; Systems Analysis; and Test and Evaluation.

**19.5. Also Looking For...**

Engineering-Electrical, Engineering-Industrial, Engineering-Mechanical, Engineering-Other

**20. Savannah River Nuclear Solutions**

<http://www.srs.gov>

Day 2, Booth 245

**20.1. Company Overview**

Savannah River Nuclear Solutions serves as the prime contractor operating SRS for the US Department of Energy located in Aiken, South Carolina SRS missions include defense programs, nonproliferation, environmental cleanup and restoration, waste management research and development, technology transfer and Hydrogen technology.

Savannah River Nuclear Solutions is recruiting for entry level positions in the following disciplines: Chemical Engineering, Civil Engineering, Nuclear Engineering, Mechanical Engineering, Electrical Engineering, Computer Engineering, Computer Science, Material Science and Environmental Engineering.

**20.2. Industry**

Energy and Environment

**20.3. Size/Number of Employees**

8,500

**20.4. Locations**

Aiken, SC

**20.5. Position Description**

*Position Title*

Associate Engineer/Engineer

*Description*

Associate Engineers work with Senior Engineers on various projects and assignments.

#### **20.6. Also Looking For...**

Computers-Hardware, Computers-Information Systems, Computers-Software, Engineering-Chemical, Engineering-Civil, Engineering-Electrical, Engineering-Environmental, Engineering-Industrial, Engineering-Material Sciences, Engineering-Mechanical

#### **History / Company Information**

Two forces will continue to dominate the medical field worldwide. The first is the universal search for better health care. The second major force is the quest for affordability. Societies around the globe want to be sure they can pay for medical services without overburdening their economies. Stryker has based its success on being part of the solution, providing the worldwide medical profession with high-quality and cost-effective technology and service.

Stryker Corporation, a leader in the worldwide orthopedic market, has been serving its customers since 1941 and has achieved 20% profit growth for over 26 years. Stryker Endoscopy, a division of Stryker Corporation, is located in San Jose and specializes in the design, development, and manufacture of leading-edge video, powered instruments and disposable equipment for minimally invasive surgery. Stryker Endoscopy employs talented professionals with numerous business and engineering degrees in various challenging and rewarding positions. If you are looking to make a difference in your career, this is the team to join. Come grow with the best!  
erika.santiago@stryker.com

#### **Achievements**

Leader in the Orthopedic Market

20+ consecutive years of over 20% earnings growth

Experience growth in the market segments we compete in (well above the total market growth)

#### **Awards**

Publically traded company on the New York Stock Exchange

S&P 500

Forbe's Platinum 400

Industry Week's Top Ten Manufacturing Plant Award (1998 and 2000)

Listed in Fortune 500

#### **Future of Our Company**

Stryker is one of the largest players in the \$20 billion worldwide orthopaedic market. We are a Fortune 500 and Business Week Top 50 company with an unparalleled record of growth, achieving 22% compounded annual growth since 1976. We continually strive to achieve superior clinical results and push the frontiers of medical research with uncompromising clinical integrity. We measure our success by our ability to partner with respected medical professionals to help millions of people, around the world, lead more active and satisfying lives.

#### **Competitors**

Synthes Maxillofacial

Walter-Lorenz/Biomet

Medtronic

KLS Martin  
Osteomed

## **Recent News**

## **Parent Company / Industry**

Medical Equipment

Divisions:

Leibinger Micro Implants

Instruments

Patient Handling

Endoscopy

Communications

Orthopedics

Trauma

Spine

Biotech

Physiotherapy Associates

## **Size / Number of Employees**

360?

## **Locations**

Kalamazoo, Michigan-for all positions except the Associate Sales Representatives are located across the country in major cities.

## **Products / Services**

Recruiting for positions dealing with: Craniomaxillofacial and Hand Titanium Plates & Screws, Resorbable Plates & Screws, Hydroxyapatite Bone Cement, Micro Dissection Needle, Sinus Microdebrider, Distraction systems for osteogenesis

## **Industrial Engineering Position Description**

[Applications Developer](#)

[Business Analyst](#)

[Business Planner](#)

[Design Engineer](#)

[Financial Analyst](#)

[Manufacturing Engineer](#)

Manufacturing Engineers impact the business by advancing internal and external manufacturing capabilities. They play an integral part in maximizing the throughput of production lines by designing specialty tools and fixtures and working closely with Research and Development to design new processes and products for manufacture. In addition, Manufacturing Engineers provide purchasing, planning, and technical support to internal personnel, suppliers, and customers for a product line; provide training and assistance to assemblers; and develop methods to reduce scrap and rework. A successful candidate for this position will be adept at building and nurturing relationships and will be

positive, analytical, decisive, and communicative.

[Marketing Associate](#)

[Purchasing Analyst](#)

[Quality Engineer](#)

Quality Engineers develop, execute, and maintain Quality Systems that comply with regulations from the FDA and other international regulatory bodies for the design, manufacture, storage, distribution, and service of medical devices. Quality Engineers work within the production units to investigate product failures and complaints, reconcile internal audits, and develop corrective and preventive measures. Successful candidates for this position will possess strong communication and teamwork skills, demonstrate an acute attention to detail, and show strength in researching and analyzing data.

[Test Engineer](#)

## **Internship / Co-op Program**

### **Culture / Work Environment**

#### Working Environment

The culture at Stryker is young and extremely fast-paced. The employees are always very busy, but we manage to squeeze in a lot of fun. Many of the employees are not only co-workers but have established friendships with one another outside of work.

#### Dress Code

Business Casual

#### Dress Code: Additional Information

Dress code varies depending on the position and event.

Suits are required for certain events (marketing trade shows, etc)

As a reward for meeting our sales goals, we are often rewarded with casual Fridays during the next month.

#### Travel

< 10% Travel

#### Travel: Additional Information

Marketing Associate-Travel approximately 70%

Human Resources Rep/Recruiter-Travel is seasonal(Fall & Spring-50%)

Associate Sales Rep-Only travel by car throughout geographic region

Buyer/Planner-no travel

Accounting Professional-no travel

Programmer

#### Diversity

Stryker is an equal employment opportunity/affirmative action employer committed to hiring a diverse workforce. Starting at Stryker means learning the business. It is important that our employees bring a

diversity of viewpoints to understanding multiple aspects of our business.

#### Training

Varies per position. Usually requires training with the manager, other associates in a similar role, and cross-training with other departments.

#### Tuition Reimbursement

yes

#### Tuition Reimbursement: Additional Information

110% reimbursement for A's

100% reimbursement for B's

70% reimbursement for C's

#### Working Hours and Vacation

45-70 hours. Hours vary per employee/department.

#### Career Track and Advancement

Varies per position. Here is one example:

Marketing Associate---tenure is approximately 2 years. With excellent performance, the employee typically pursues a career in sales. After a few years in the sales force, the candidate sometimes decides to come back into marketing as a product manager.

#### Office Locations

Kalamazoo, Michigan-for all positions except the Associate Sales Representatives are located across the country in major cities.

#### A Day in the Life

Varies per position.

Plenty of interaction with our sales force, our customers, our vendors and suppliers, and in-house employees.

Working together as a team to accomplish departmental and organizational goals.

#### Social Functions

Company Picnic

Holiday Party

Intramural Sports

## 21. US Navy Officer Programs

### History / Company Information

U.S. Navy Officers are some of the most well-respected men and women who serve our country.

Superior benefits and excellent credentials are just a few enticements for becoming an Officer. If you're

a student or graduate of a four-year college or university who possesses leadership skills and determination, you may be eligible to become an Officer in the Navy.

#### **Recent News**

#### **Parent Company / Industry**

#### **Size / Number of Employees**

#### **Locations**

#### **Products / Services**

#### **Industrial Engineering Position Description**

Position Title

Naval Officer

Description

U.S. Navy Officers are some of the most well-respected men and women who serve our country. Superior benefits and excellent credentials are just a few enticements for becoming an Officer. If you're a student or graduate of a four-year college or university who possesses leadership skills and determination, you may be eligible to become an Officer in the Navy.

## **22. E-One**

<http://www.e-one.com>

#### **History / Company Information**

We are EMERGENCY ONE, a key player in the fire rescue vehicle industry. For over 25 years we have served the needs of the communities, airports and industries throughout the world. We are also a division of Federal Signal Corporation, a \$1 Billion NYSE- Listed company in business for 100 years.

Emergency One is a worldwide designer, manufacturer and marketer of fire rescue vehicles with more than 23,000 vehicles in operation around the world. Headquartered in Ocala, Florida, Emergency One is the industry leader in product innovations, new technologies and exceeding customer expectations.

E-One manufactures virtually every type of fire rescue vehicle required by fire departments, rescue/EMS squads and airports. Products include custom and commercial pumpers and tankers, aerial ladders and platforms, rescues of all sizes, quick attack units, industrial trucks, and aircraft rescue fire fighting vehicles.

Just as important as the full product line is the fact that E-One engineers and builds the complete vehicle - chassis, cab, body, tank and aerial device. And because E-One is a single source manufacturer, the customer's after sale needs are satisfied with just one call to their dealer or E-One for parts, service, warranty, training and manuals.

Established in 1974, E-One grew to become the industry leader in less than 20 years, and today employs more than 1,300 people in five plants totaling more than 420,000 square feet. Innovation has been the company's driving force and continues to be the impetus behind its pursuit of new technologies. The result is state-of-the-art fire rescue vehicles recognized for superior fire fighting and rescue capabilities.

### **A DIVISION OF FEDERAL SIGNAL CORPORATION**

E-One, an equal opportunity employer, along with the other members of the Fire Rescue Group is the largest division of Federal Signal Corporation, one of the strongest performers of its size on Wall Street, which includes such well known companies as Elgin Sweeper, a manufacturer of street sweepers, and Federal Signal Products, a manufacturer of emergency lights and sirens. In 1995, Federal Signal announced the acquisition of the Bronto Skylift. Headquartered in Finland, it is the world's leading manufacturer of access platforms used mainly in the fire industry. Furthermore, Federal Signal Corporation acquired Saulsbury Fire Rescue in 1998. Located in Preble, New York, Saulsbury is a leading manufacturer of stainless steel bodies, heavy-duty rescues, and rear mount pumpers. Federal Signal's financial strength provides support and backing that can be counted on for years to come.

This secure financial backing serves as a foundation for E-One's growth and guarantees the resources needed to build custom vehicles using the latest technologies. Examples are advanced computer technologies, including a state-of-the-art CAD/CAM engineering system, such as Pro/ENGINEER, precise robotic welding and CNC punch machines.

### **ALUMINUM CONSTRUCTION**

E-One pioneered the use of aluminum in fire rescue vehicles and continues to lead the industry today with innovative uses of this material. Aluminum is used for several important reasons:

- Aluminum is resistant to corrosion and will not rust like steel, resulting in a longer field life than trucks made of steel, translating to considerably lower maintenance costs.
- Aluminum is also lighter than steel, which means less wear and tear on the engine, transmission, brakes and tires, contributing to an extended vehicle life and reduced maintenance costs.
- Less weight means more payload (equipment and water) capacity.
- Finally, our all-aluminum aerials' natural finish never needs painting, saving thousands of dollars in repaints over the life of the aerial.

E-One uses aluminum exclusively in both the body plate and extrusions. Extrusions are made by heating aluminum and pushing it through a die to give it shape. After cooling, the finished extrusion is just as

strong on a corner as it is on a flat surface. Slots in the extrusion allow the body's aluminum outer skin to slide into place, creating a durable tongue-and-groove assembly, which is then welded into place. This interlocking of extrusions and body plates makes for an extremely strong, yet lightweight, cab and body.

E-One's modular construction makes it easy to repair a body if it is damaged in an accident. In addition, it is possible to re-chassis for an extended service life when a commercial chassis needs to be replaced. In the end, the extended field life of E-One's aluminum cabs and bodies results in higher resale or trade-in value, and increases vehicle lifecycle.

### **E-ONE'S RECYCLE CENTER**

Vehicle recycling is available at E-One's full service Recycle Center. The unique Glider Program recycles the engine, transmission, pump and in some cases the rear axle, providing a savings of \$50,000 to \$70,000. Utilizing these components the end result is a brand new truck, complete with a new vehicle title, which ultimately could lower a community's ISO rating and reduce insurance costs to its citizens. Gliders can be completed in as little as 120 days to minimize out-of-service time.

E-One's Recycle Center is dedicated to rebuilding apparatus, extending apparatus service life and lowering insurance costs. One-stop service in a modern facility handles all apparatus needs, everything from the front bumper to the tail lights.

### **THE LEADING DEALER ORGANIZATION**

Truck specification begins with an E-One dealer. E-One has the industry's leading dealer organization to provide outstanding service before and after the sale. E-One dealers boast factory-trained mechanics, full-service maintenance shops, mobile service capabilities and, frequently, have first-hand experience as firefighters and/or paramedics.

With approximately 100 dealers worldwide, E-One ensures support after-the-sale by a local dealer, an independent businessperson from the community with the experience to keep vehicles in service for years to come.

E-One dealers are supported by a Customer Support Group, which includes a computerized parts warehouse that can ship E-One parts worldwide within 72-hours. This skilled group provides a single-point contact for all service needs, warranty and parts requirements, and is ready to provide technical assistance. Since E-One builds the complete apparatus, most parts are in stock and ready to ship.

### **IN-HOUSE FINANCING**

E-One can help finance new vehicles through the industry's only in-house leasing program. Many creative financial packages are offered, including competitive rates that do not require down payments or progress payments while trucks are being built. Lease-purchase financing is an easy and cost effective solution to the familiar problem of meeting the increasing demands for quality emergency service on a tight budget. Furthermore, leases are retained by E-One from delivery through final payment and are never sold to a disinterested third party. E-One has a vested, lifelong interest in its trucks.

When considering the purchase of a fire rescue vehicle, remember E-One is the only manufacturer that can build an innovative, quality vehicle exactly to specifications, with guaranteed quick delivery and after-sale service. We truly believe in, "Going Beyond the Call."

### **Recent News**

Ocala, FL, (September 13, 2006) – As you grip the handles, pull yourself into the cab and comfortably rest in the officer's seat of the redesigned E-ONE Typhoon® chassis, the obvious enhancement is the additional leg room – 50% additional leg room to be precise. Scanning the interior, new features such as roof-mounted A/C and heating vents, an overhead console with space for three center-mount radios, and a redesigned engine cover that allows fluids to be checked and filled with the cab down immediately grab your attention.

Ocala, FL, (September 7, 2006) – Imagine innovative technology that could reduce the number of premature deaths, decrease certain respiratory illnesses, and increase the quality of the environment for years to come. The E-ONE '07 compliant custom chassis' will be a part of a movement to do just that.

### **Parent Company / Industry**

Manufacturing

### **Size / Number of Employees**

1,335

### **Locations**

Ocala, FL

### **Products / Services**

Custom Firetrucks

AR FF

### **Industrial Engineering Position Description**

We have immediate needs in our Engineer Department, and other technical areas.

Manufacturing

Product Development

Sales & Distribution

Customer Satisfaction

Human Resources

Finance

Product Management & Marketing

Purchasing & Supply Chain Management

Business Process Development & Applications

### **Internship / Co-op Program**

### **Culture / Work Environment**

Dress Code: Business Casual

Tuition Reimbursement: yes

## **IBM**

<http://www.ibm.com/careers>

### **History / Company Information**

Corporation, headquartered in Armonk, N.Y., is the world's largest information technology (IT) company. While we are the IT leader, the solutions and services we deliver to our clients span all major industries, including financial services, healthcare, government, automotive, telecommunications and education, among others. It is the breadth of our portfolio -- across hardware, software, services, consulting, research, financing and technology -- that uniquely separates IBM from other companies. We have a rich history of driving innovations that help our clients transform themselves into On Demand businesses through our professional solutions, services and consulting businesses. IBM has a diverse and talented workforce that conducts business in 170 countries.

### **Recent News**

#### **P&G And IBM Sign \$400 Million Employee Services Outsourcing Agreement**

#### **Provides On Demand Human Resources Services to 98,000 P&G Employees**

**CINCINNATI, OH and SOMERS, NY -- September 9, 2003** -- The Procter & Gamble Company (NYSE:PG) and IBM (NYSE:IBM) today announced a 10-year, \$400 million global agreement with IBM Business Consulting Services for Human Resources Business Transformation Outsourcing (BTO) services.

### **Parent Company / Industry**

#### **Size / Number of Employees**

315,889

#### **Locations**

Worldwide

### **Products / Services**

At IBM, we strive to lead in the invention, development and manufacture of the industry's most advanced information technologies, including computer systems, software, storage systems and microelectronics.

We translate these advanced technologies into value for our customers through our professional solutions, services and consulting businesses worldwide

### **Industrial Engineering Position Description**

1- As an Industrial Engineer, you will be responsible for line design, facilities layout, capacity and workload planning, simulation, ergonomics and process enhancements for high volume production facilities.

2- Facilities Engineer-The individual in this position will perform Civil, Industrial, or Mechanical Engineering analysis and design, develop design criteria, provide estimate assumptions for facility projects, and provide direction to ensure efficient operation of all mechanical systems.

### **Internship / Co-op Program**

At IBM, we join with colleges and universities to provide work experience through our Employment Pathways for Interns and Co-ops (EPIC) program. Students are hired in two positions: Cooperative Education and Internships. The program provides students the opportunity to apply theory learned in the classroom with practice in the workplace

### **Culture / Work Environment**

This is what one of these workers said. I copied it off the webpage....

"The coolest thing about IBM is that it offers both flexibility and structure. Both of these attributes help me head towards my goal of constant self-improvement. The size of IBM will give me plenty of opportunities to try new and challenging experiences. In the same respect, the stability and the knowledge base of IBM will give me the strength and guidance that I need to learn from my failures and turn them into successes."

### **Special Programs / Training**

Employee development is so important at IBM we have an official process called the Employee Development Cycle (EDC) that ties together the steps you follow every year to ensure you are developing the skills to do your job -- today and in the future. We hope you will call it our career development commitment to you

## **23. Invivo Corporation**

<http://www.invivocorp.com>

### **History / Company Information**

Invivo Corporation, an Intermagnetics' company, offers an exciting and progressive work environment which focuses on maximizing success through the individual empowerment of its employees. Invivo offers exciting options for career development in multiple professions and disciplines. As an industry pioneer and worldwide market leader in the development and distribution of radio frequency (RF) coils for magnetic resonance imaging (MRI) systems and advanced MRI-compatible patient monitoring systems, you will join talented individuals working throughout the country to deliver quality products that make a difference in peoples' lives. If you enjoy a dynamic, diverse, and progressive working environment focused on continual improvement, join the winning team at Invivo!!

Invivo currently produces the most advanced RF coils in support of the MRI Industry. We produce wireless patient monitoring systems for use inside the MR Suite. Our Research & Development team is developing new products for use in the areas of brain, breast, and cardiac imaging.

### **Recent News**

### **Parent Company / Industry**

### **Size / Number of Employees**

1200

### **Locations**

6 domestic locations, listed address is Gainesville Florida

#### **Office Locations**

Gainesville, Florida (RF Coils)

Pewaukee, Wisconsin (RF Coils)

Orlando, Florida (Patient Monitors)

Valencia, California (Patient Monitors)

Schenectady, New York (Super-conducting Power)

Albany, New York (Magnet Business Group & Corporate)

#### **Products / Services**

In vivo currently produces the most advanced RF coils in support of the MRI Industry. We produce wireless patient monitoring systems for use inside the MR Suite. Our Research & Development team is developing new products for use in the areas of brain, breast, and cardiac imaging

#### **Industrial Engineering Position Description**

A Quality Engineer, with a proven track record of successfully implementing and guiding a facility through a quality assurance culture change. This candidate will establish, monitor, and report on the application and effectiveness of the quality system at the Division. The position will drive continuous improvement initiatives throughout the manufacturing process.

#### **Duties and Responsibilities:**

Responsible for ensuring that quality systems are established, implemented and maintained in accordance with company standards. Review at least on an annual basis, as applicable, ensuring a cross functional approach is used per the customer specific requirements and other applicable standards/specifications to manage the appropriate activities of the quality system during development, prototype and production stages.

Coordinates annual improvements to the quality system, including procedures and application of AMR/APQP.

Monitors quality performance in accordance with established procedures and identifies, evaluates and coordinates the implementation of improvements in products/processes. Prepares the annual quality plan.

Participates in supplier quality audits insuring compliance with ISO.

Must be able to build and/or lead team problem solving and corrective action activities.

Ensures procedures for inspection and testing activities are established and documented in accordance with applicable customer requirements and standard practices. Communicates corrective actions to customers.

Work with and support manufacturing operations to help ensure adequate systems are in place to support applicable customer requirements.

Manages and directs the daily quality activities of all cell manufacturing personnel.

Champion lean activities at division level; follow up on lean events to ensure that timetables are adhered to and proper support from related personnel has been secured. Ensures that all related follow up and communications are done in a timely manner

#### **Qualifications**

Certification in all quality application tools including SPC, and APQP.

Minimum 3 years related experience in Quality Engineering.

Six Sigma black belt and experience in Kaizen and Lean Manufacturing initiatives.

4 - 6 years prior supervisory/management experience working in a labor environment preferred

Highly evolved communication skills (verbal, written, computer).  
Must be "change agent", and thrive in a fast paced manufacturing environment.  
Experience/Education:  
Bachelor degree in Sciences or Engineering is required. Advanced degree in a technical field a plus.  
Six Sigma certification preferred.  
Requires oral and written communication skills and general comprehension skills  
Minimum 3 years related experience in Quality Engineering.  
4 - 6 years prior supervisory/management experience working in a labor environment preferred

### **Internship / Co-op Program**

### **Culture / Work Environment**

#### **Working Environment**

High Tech - Casual

#### **Dress Code**

Business Casual

#### **Dress Code: Additional Information**

Office is Business Casual - Production is Casual daily.

#### **Travel**

< 30% Travel

#### **Travel: Additional Information**

Product Representatives, Executives, and Product Development Engineers travel approx. 40%+ of the time.

Production, Service, and all other departments typically involve less than 5% travel annually.

#### **Diversity**

Invivo employs quite a large number of people from different nations around the world. Our Research & Development, Engineering and Management staff are a pleasant blend of talents and cultures from the US, India, Taiwan, Germany, Austria, Italy, Venezuela, China and many other countries.

#### **Tuition Reimbursement: Additional Information**

Regular full-time employees are eligible to apply for up to \$8,000 per year of tuition reimbursement if they are taking courses related to their work at Invivo.

#### **Working Hours and Vacation**

Workweeks vary, but are a minimum of 40 hours M-F. Product Development Teams and Manufacturing may work additional hours/days as required to meet client deadlines.

Regular full-time employees are eligible for 120 hours of paid personal leave annually for the first three years of employment. PPL accrual increases based on years of service after that.

### **Special Programs / Training**

#### **Training**

Depending upon the position new hires are given new hire orientation, skills training, and assigned a mentor during their first few weeks of employment. Subsequent training in the areas of interest to the individual/position, e.g. Supervisory skills, Values training, Intellectual Property, are given throughout the year. Refreshers are done on an as-needed basis.

#### **Career Track and Advancement**

Production or Engineering Technicians, move to supervisory positions and depending upon education move upward to Engineers, Product Development Managers, Research Engineers or Research Scientists.

#### **Career Fair**

Day 2 - Technical (September 19, 2006) / **Booth/Table: 238**

## 25. JCPenny

<http://www.jcpennycareers.com>

### **History / Company Information**

JCPenny is one of America's largest, most successful, and technologically advanced retailers. Today, JCPenny commands more than 100 million square feet of premier space-the majority of this in the nation's leading malls. The company generates double-digit sales in the billions, making it a perennial leader among the nation's retailers. JCPenny also operates one of the world's more sophisticated catalog networks. JCPenny offers summer intern and graduating student a unique opportunity to participate in a training program that is both technology-driven and varied in its approach.

### **Recent News**

### **Parent Company / Industry**

Financial Services, Other, Retail

### **Size / Number of Employees**

225000

### **Locations**

1150 domestic locations

### **Products / Services**

Home & Fashion Apparel

### **Industrial Engineering Position Description**

Description: The six-month Logistics Training Program provides a realistic overview of the JCPenny Field Logistics Center Operation. The main portion of the program is spent in the functional areas of the Field Logistics Center, gaining a better understanding of the Center's role in the JCPenny Supply Chain Network and a working knowledge of the departments that make up a Logistics Center. Upon successful completion of the Training Program and promotion into the Logistic Supervisor position supporting Center Operations, the trainee salary will be increased.

Structure: The program will provide a training schedule, manual and web-based materials to facilitate the program. The schedule consists of activities, on the job training, and projects designed to improve supervisory skills and logistics management knowledge.

Qualifications: College graduates with a 3.0 minimum GPA are preferred. An Undergraduate degree in Business Administration, Management, or Logistics is also preferred. However, students with a sincere interest in pursuing a career in Supply Chain Management, who has strong leadership skills, can be successful. A willingness to potentially relocate upon completion of training is required.

Locations: Logistics locations are listed below.

Advancement Opportunities: Job skills, performance, and Career Interests are evaluated annually. Promotional opportunities and salary increase are based on performance, management skills and job knowledge.

Benefits: Competitive salary, medical, dental, life insurance, income protection, savings and profit sharing, pension, vacations, other paid time off, relocation assistance, and JCPenney merchandise discount plans. Some programs are immediate and some require service time to gain eligibility.

Relocation Allowance: \$2,000 allowance will be provided to assist in your relocation.

People who succeed: Successful Logistics Trainee's have a high energy level, are open to new ideas and processes, and are self starters who can build and maintain teamwork under frequent high pressure situations.

Application Process: Training classes are scheduled in the spring of each year. Check with your career services office to see whether a JCPenney recruiter will be visiting your campus. Or send your resume and cover letter to rcortabi@jcpenny.com

Training Locations: Alliance, TX; Buena Park, CA; Cedar Hill, TX; Columbus, OH; Lenexa, KS; Manchester, CT; Sumner, WA

Other Locations: Allentown, PA; Atlanta, GA; Chino, CA; Indianapolis, IN; Lakeland, FL; Langhorne, PA; Milwaukee, WI; Reno, NV; Spanish Fork, UT; Statesville, NC

### **Internship / Co-op Program**

#### **Culture / Work Environment**

##### **Dress Code**

Business Casual

##### **Travel**

< 40% Travel

##### **Tuition Reimbursement**

no

##### **Working Hours and Vacation**

40 to 45 hours per week

### **Special Programs / Training**

#### **Training**

State-of-the-art and technology-driven, JCPenney management training is the most thorough in the industry. Department Management Trainees spend approximately 4-6 months in two areas: sales leadership and merchandise/presentation. During your training, you will pass through two phases. The formal training program focuses on every aspect of a JCPenney store's daily business and the job responsibilities of a Senior Department Manager. In the hands-on phase, you will manage an area within your store so you can exercise the judgment and management skills you've learned.

### **Career Track and Advancement**

Advancement Opportunities: JCPenney's policy is to promote first from within. Every 12 months, you and your supervisor will evaluate your job skills and your performance in achieving your predetermined

goals. Your performance rating, combined with your length of service and current salary, are used to determine future promotions and salary increases.

## Ford Motor Company

<http://www.mycareer.ford.com>

### History / Company Information

A company of our size and scope can be viewed in different ways. Most of the millions of people we reach know us through one or more of our brands. Maybe they bought a [Jaguar](#); maybe they got [Genuine Parts & Service](#) at a Ford dealership.

In addition to our brands, we operate distinct businesses, Automotive Operations and [Ford Credit](#). **Automotive Operations** sells and services vehicles through well-known brands such as Ford and Jaguar, while **Ford Credit** is the world's largest finance company dedicated to serving the automotive industry.

### Recent News

#### Parent Company / Industry

Automotive, Engineering, Manufacturing, Transportation

#### Size / Number of Employees

#### Locations

#### Products / Services

### Industrial Engineering Position Description

Ford Motor Company has openings for internship and full-time positions in Product Development and Manufacturing.

#### Position Title

Product Development Engineer

#### Position Title

Manufacturing Engineer

#### The Qualities We Look For

Of course, the ideal candidate for a position with Ford Motor Company enjoys high academic standing, possesses leadership potential, works well with others, and can point with pride to extra-curricular activities and community achievements. You can find more specific requirements, often including GPA minimums, in the Career Programs sections. Beyond that, the ideal candidate should display a passion for working in the automotive industry in general and for Ford Motor Company in particular. You will also be evaluated on the 12 Leadership Behaviors characteristic of our most successful employees. These are explained below.

### Leadership Behaviors

Our ideal candidate exhibits 12 characteristics that we find in our successful leaders. Many of these emphasize the development, motivation and treatment of people. They also focus on competencies needed to foster the imagination, ingenuity, creativity and courage required to inspire and implement better ideas. They are aligned with our mission to be a consumer-focused company and are grouped in

three clusters, Integrity, Flawless Execution and Relationship.

### **Integrity (behaves with honor and dignity)**

- **demands the truth** (holds self and others to highest standards)
- **does the right thing** (takes the enterprise viewpoint)
- **drives diversity** (respects and values each employee)

### **Flawless Execution (passion for excellence)**

- **business acumen** (know-how that moves the company forward)
- **innovation and technical excellence** (discovers better ideas and applies expertise)
- **commitment to quality** (applies a Six Sigma mindset)
- **courage** (fights to turn dreams into realities)
- **drive for results** (sticks with it to get the job done)
- **customer satisfaction** (makes a difference for the customer)

### **Relationship (cares, develops, safeguards)**

- **develops employees and teams** (fosters teamwork)
- **connects with customers** (customer is Job 1)
- **community commitment** (acts to enhance the community)

### **Internship / Co-op Program**

#### **Summer intern program**

Hands-on experience working full time during summer break will not only enrich your pocketbook, it will develop you as a person and your career. Our summer intern program lets you build a network of friends and contacts, have fun, prove yourself to us—and let us prove ourselves to you!

Preferred candidates have exceptional leadership and communication skills and have completed the sophomore year of an undergraduate program or the first year of a graduate program. Most opportunities are for students in business and technical fields, but students in other disciplines are sometimes considered.

#### ***More than a job***

Your work will be measurable and realistic, and allow you to stretch your ability. To help you evaluate your own growth, you will receive a mid-term and final performance evaluation. To give you practice interacting with managers and demonstrating your business acumen, you will present your work project to a panel of managers in your organization. Best of all, our program ensures meaningful assignments that will give you a sense of accomplishment.

People who excel in this program may be invited to return the following year or receive an offer of full-time employment in our Ford College Graduate program.

