Be successful.

Introduce yourself.
- Give your name, class year & academic area of study.
- Offer a handshake and a smile.

Ask questions.
- Can you tell me more about your organization?
- Do you have any upcoming job or internship opportunities?
- What kinds of skills or experiences are you looking for?
- If I want to apply or learn more, what are the next steps?
- Could I get your business card and/or contact information?

Take notes.
- You don’t have to “hide” while making notes. Making notes shows that you’ve learned something important.

End the conversation.
- “This has been helpful. Thanks for being here today. It was nice meeting you.”
- Offer a handshake and walk away.

Follow up.
- If someone recommended that you do something – then do it!
- Find and connect with companies/organizations and individuals on LinkedIn.

Student Break Room
Williams Room, Room 403
Stop by for support, advice or simply a quiet spot to think.

Staffed by the Office of International Education, Student Accessibility Services, TRIO, MOSAIC Center for Students of Color, LGBTQA Center, Women’s Center & Career Center.

Updated! Version 2.0

GO.UVM.EDU/CAREERFAIR
ALL EMPLOYERS BY INDUSTRY & HIRING AREAS

Arts
• C-4 Analytics (105)
• Green Mtn. Educational & Cultural Trust (23)
• Helen Day Art Center (26)
• Sagamore Institute of the Adirondacks (162)

Business Operations & Sales
• ALKU (102)
• Beacon Hill Staffing Group (3)
• C-4 Analytics (105)
• Commonwealth Dairy (109)
• Enterprise Rent-A-Car (16)
• Foliot Furniture (153)
• John Galt Staffing (30)
• Lionbridge Technologies (155)
• Milton CAT (135)
• MyWebGrocer (124)
• National Life Group (37)
• New Chapter (143)
• Peace Corps (38)
• People’s United Bank (39)
• Revision Military (40)
• Roman Catholic Diocese of Burlington (53)
• Sherwin-Williams Company (164)
• Smugglers’ Notch Resort (55)
• Spherion Staffing (57)
• UniFirst Corporation (60)
• Vermont Country Store (47)
• VT Mutual Insurance Group (67)
• W.B. Mason Company (168)
• Wyndham Vacation Resorts (56)

Consulting
• Fast Enterprises (17)
• Milone & MacBroom (36)
• Spherion Staffing (57)
• Turbo Solutions Engineering (43)
• VT Businesses for Social Responsibility / VBSR (134)

Education
• Camp Hazen YMCA (5)
• Champlain Valley Office of Economic Opp.(7)
• City Year (107)
• Cohen Camps (108)
• Dartmouth College (138)
• Dominican Education & Mentoring Project (13)
• ECHO, Leahy Ctr for Lake Champlain (114)
• Green Mtn. Educational & Cultural Trust (23)
• Helen Day Art Center (26)
• HowardCenter (123)
• Kieve Wavus Education (139)
• Lake Champlain Community Sailing Center (31)
• Lowell Community Charter Public School (156)
• Northwestern Counseling & Support Svcs (159)
• Peace Corps (38)
• Roman Catholic Diocese of Burlington (53)
• Sagamore Institute of the Adirondacks (162)
• St. Martin de Porres Academy (146)
• Urban Teachers (167)
• VPIRG (51)
• VT Youth Conservation Corps (152)
• Winooski Valley Park District (52)

Environment & Agriculture
• Adirondack Watershed Institute (101)
• Appalachian Mountain Club (103)
• Camp Hazen YMCA (5)
• Casella Waste Systems (6)
• Davey Tree Expert (111)
• Dubois & King (112)
• ECHO, Leahy Ctr for Lake Champlain (114)
• ECO AmeriCorps (14)
• Kieve Wavus Education (139)
• Level Solar (140)
• New Chapter (143)
• Peace Corps (38)
• Sagamore Institute of the Adirondacks (162)
• Smugglers' Notch Resort (55)
• VPIRG (51)
• VT Housing & Conservation Board AmeriCorps (49)
• VT Youth Conservation Corps (152)
• Winooski Valley Park District (52)
Engineeering: Civil, Electrical, Mechanical
- Chittenden Co. Regional Planning Comm. (42)
- Dubois & King (112)
- EIV Technical Services (115)
- Fenwick & West (20)
- Foliot Furniture (153)
- Freudenberg-NOK Sealing Technologies (21)
- General Dynamics (22)
- GLOBALFOUNDRIES (117)
- GW Plastics Inc (24)
- Hallam-ICS (25)
- Hayward Tyler (122)
- Husky Injection Molding Systems (124)
- Logic Supply (33)
- Milone & MacBroom (36)
- Milton CAT (135)
- Pike Industries (160)
- Revision Military (40)
- Stantec Consulting (165)
- Tata & Howard (166)
- Turbo Solutions Engineering (43)
- U.S. Army Recruiters (44)
- VT Agency of Transportation (150)
- Weston & Sampson Engineers (169)
- Whiting-Turner Contracting Co. (170)

Health Care
- Copley Hospital (11)
- Dartmouth College (138)
- Genesis HealthCare (120)
- HowardCenter (123)
- Indian Stream Health Center (136)
- Medical Reserve Corps (141)
- New Chapter (143)
- Northwestern Counseling & Support Srvcs (159)
- ScribeAmerica (41)
- UVM Health Network CVPH (63)
- UVM Medical Center (64)
- Visiting Nurse Assoc. of Chittenden & Grand Isle Co. (50)
- VT Adaptive Ski & Sports (65)

Human Services
- Champlain Valley Office of Economic Opp. (7)
- Community Care Network, Rutland Mental Health Srvcs (10)
- Dartmouth College (138)
- Easterseals Vermont (113)
- Green Mtn. Concert Svs (121)
- HowardCenter (123)
- Lamoille County Mental Health Srvcs (154)
- Lund Family Center (34)
- NFI Vermont (158)
- Northwestern Counseling & Support Srvcs (159)
- Roman Catholic Diocese of Burlington (53)
- VT Adaptive Ski & Sports (65)

Finance & Accounting
- Baystate Financial (104)
- Dartmouth College (138)
- Federal Deposit Insurance Corp (116)
- Horace Mann (28)
- JMM & Associates (137)
- Mass Mutual (35)
- Milton CAT (135)
- National Life Group (37)
- NextCapital (157)
- People's United Bank (39)
- Roman Catholic Diocese of Burlington (53)
- Spherion Staffing (57)
- Vermont Country Store (47)
- Vermont Federal Credit Union (48)
- Vermont Mutual Insurance Group (67)
- VT Agency of Transportation (150)
- Yankee Farm Credit (171)

Employers #1-71 are here Wednesday

Employers #101-171 are here Thursday
ALL EMPLOYERS BY INDUSTRY & HIRING AREAS

Insurance
• AAA Northern New England (1)
• Baystate Financial (104)
• Hickok & Boardman Insurance (27)
• Horace Mann (28)
• Liberty Mutual (32)
• Mass Mutual (35)
• Meghan Corbett State Farm Agency (144)
• National Life Group (37)
• Union Mutual Fire Insurance Co. (61)
• Vermont Mutual Insurance Group (67)

Legal & Criminal Justice
• Fenwick & West (20)
• Green Mtn. Concert Svs (121)
• Northwestern Counseling & Support Srvcs (159)
• State of VT Dept of Corrections (58)
• U.S. Customs & Border Protection (45)
• Vermont State Police (69)
• VT Agency of Transportation (150)

Marketing & Media
• C-4 Analytics (105)
• Enterprise Rent-A-Car (16)
• Milton CAT (135)
• MyWebGrocer (124)
• New Chapter, Inc. (143)
• Roman Catholic Diocese of Burlington (53)
• Spherion Staffing (57)
• Vermont Country Store (47)
• WFFF FOX 44/ WVNY ABC 22 (149)

Public Service & Government
• Chittenden Co. Regional Planning Comm. (42)
• Dartmouth College (138)
• Federal Deposit Insurance Corp (116)
• Medical Reserve Corps (141)
• Peace Corps (38)
• Spherion Staffing (57)
• State of VT (148)
• State of VT Dept of Corrections (58)
• Transportation Security Administration (147)
• U.S. Army Recruiters (44)
• U.S. Customs & Border Protection (45)
• U.S. Marine Corps (59)
• Vermont Service Center (USCIS) (68)
• VPIRG (51)
• VT Agency of Transportation (150)
• VT Center for Geographic Info (151)
• VT Housing & Conservation Board AmeriCorps (49)

Retail
• Burlington Country Club (4)
• City Market (8)
• Delhaize/Hannaford (12)
• Enterprise Rent-A-Car (16)
• Home Depot (19)
• People’s United Bank (39)
• Revision Military (40)
• Shaw’s Supermarkets (163)
• Smugglers' Notch Resort (55)
• Vermont Country Store (47)
• W.B. Mason Company (168)

Science & Biotechnology
• Chittenden Co. Regional Planning Comm. (42)
• Commonwealth Dairy (109)
• ECHO, Leahy Ctr for Lake Champlain (114)
• New Chapter, Inc. (143)
• ScribeAmerica (41)
• U.S. Army Recruiters (44)

Employers #1-71 are here
Wednesday

Employers #101-171 are here
Thursday
Sports & Recreation
- Burlington Country Club (4)
- Camp Hazen YMCA (5)
- Camp Nashoba North (106)
- Cohen Camps (108)
- Kieve Wavus Education (139)
- Lake Champlain Community Sailing Center (31)
- Revision Military (40)
- S. Burlington Recreation & Parks Dept (54)
- Smugglers' Notch Resort (55)
- VT Adaptive Ski & Sports (65)
- VT Youth Conservation Corps (152)
- Williston Recreation & Parks (70)

Technology & Software Engineering
- Comcast (9)
- CSL Software Solutions (110)
- Dartmouth College (138)
- Engineered Printing Solutions (15)
- Fast Enterprises (17)
- GLOBALFOUNDRIES (117)
- Husky Injection Molding Systems (124)
- Inntopia (29)
- Logic Supply (33)
- MyWebGrocer (124)
- NextCapital (157)
- NuHarbor Security (145)
- U.S. Army Recruiters (44)
- Vermont Country Store (47)
- Vermont Mutual Insurance Group (67)
- VPIRG (51)
- VT Businesses for Social Responsibility / VBSR (134)
- VT Housing & Conservation Board AmeriCorps (49)
- VT Youth Conservation Corps (152)
- Winooski Valley Park District (52)
- YWCA of Vermont & Camp Hochelaga (71)

Temporary and/or Summer
- ArborTrek Canopy Adventures (2)
- Burlington Country Club (4)
- Camp Hazen YMCA (5)
- Camp Nashoba North (106)
- Cohen Camps (108)
- Delhaize/Hannaford (12)
- Foliot Furniture (153)
- Green Mtn. Concert Svcs (121)
- Kieve Wavus Education (139)
- Lake Champlain Community Sailing Center (31)
- MyWebGrocer (124)
- New Chapter, Inc. (143)
- Pike Industries (160)
- Roman Catholic Diocese of Burlington (53)
- Smugglers’ Notch Resort (55)
- Spherion Staffing (57)
- UVM Dining (Sodexo) (62)
- Vermont Country Store (47)
- Vermont Mutual Insurance Group (67)
- VPIRG (51)
- VT Businesses for Social Responsibility / VBSR (134)
- VT Housing & Conservation Board AmeriCorps (49)
- VT Youth Conservation Corps (152)
- Winooski Valley Park District (52)
- YWCA of Vermont & Camp Hochelaga (71)
<table>
<thead>
<tr>
<th>Wednesday’s Employers</th>
<th>Table #</th>
<th>Thursday’s Employers</th>
<th>Table #</th>
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</thead>
<tbody>
<tr>
<td>AAA Northern New England</td>
<td>1</td>
<td>Adirondack Watershed Institute</td>
<td>101</td>
</tr>
<tr>
<td>ArborTrek Canopy Adventures</td>
<td>2</td>
<td>ALKU</td>
<td>102</td>
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<tr>
<td>Beacon Hill Staffing Group</td>
<td>3</td>
<td>Appalachian Mountain Club</td>
<td>103</td>
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<tr>
<td>Burlington Country Club</td>
<td>4</td>
<td>Baystate Financial</td>
<td>104</td>
</tr>
<tr>
<td>Camp Hazen YMCA</td>
<td>5</td>
<td>C-4 Analytics</td>
<td>105</td>
</tr>
<tr>
<td>Casella Waste Systems, Inc.</td>
<td>6</td>
<td>Camp Nashoba North</td>
<td>106</td>
</tr>
<tr>
<td>Champlain Valley Office of Economic</td>
<td>7</td>
<td>City Year</td>
<td>107</td>
</tr>
<tr>
<td>Opportunity (CVOEO)</td>
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<tr>
<td>City Market</td>
<td>8</td>
<td>Cohen Camps</td>
<td>108</td>
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<tr>
<td>Comcast</td>
<td>9</td>
<td>Commonwealth Dairy</td>
<td>109</td>
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<tr>
<td>Community Care Network, Rutland Mental</td>
<td>10</td>
<td>CSL Software Solutions</td>
<td>110</td>
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<tr>
<td>Health Services</td>
<td></td>
<td></td>
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<tr>
<td>Copley Hospital</td>
<td>11</td>
<td>Davey Tree Expert Co.</td>
<td>111</td>
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<tr>
<td>Delhaize/Hannafood</td>
<td>12</td>
<td>Dubois &amp; King, Inc.</td>
<td>112</td>
</tr>
<tr>
<td>Dominican Education and Mentoring Project</td>
<td>13</td>
<td>Easterseals Vermont</td>
<td>113</td>
</tr>
<tr>
<td>ECO AmeriCorps</td>
<td>14</td>
<td>ECHO, Leahy Center for Lake Champlain</td>
<td>114</td>
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<tr>
<td>Engineered Printing Solutions</td>
<td>15</td>
<td>EIV Technical Services</td>
<td>115</td>
</tr>
<tr>
<td>Enterprise Rent-A-Car</td>
<td>16</td>
<td>Federal Deposit Insurance</td>
<td>116</td>
</tr>
<tr>
<td>Fast Enterprises</td>
<td>17</td>
<td>GLOBAFOUNDATIONS</td>
<td>117</td>
</tr>
</tbody>
</table>

Employers

#1-17
are here Wednesday

Employers

#101-117
are here Thursday
## Table of Employers

<table>
<thead>
<tr>
<th>Wednesday's Employers</th>
<th>Table #</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Chittenden County Regional Planning Commission</td>
<td>42</td>
<td>Dartmouth College Human Resources</td>
<td>138</td>
</tr>
<tr>
<td>Fenwick &amp; West LLP</td>
<td>20</td>
<td>Foliot Furniture</td>
<td>153</td>
</tr>
<tr>
<td>Freudenberg-NOK Sealing Technologies</td>
<td>21</td>
<td>Genesis HealthCare</td>
<td>120</td>
</tr>
<tr>
<td>General Dynamics Ordnance and Tactical Systems</td>
<td>22</td>
<td>Green Mtn. Concert Services</td>
<td>121</td>
</tr>
<tr>
<td>Green Mtn. Educational &amp; Cultural Trust</td>
<td>23</td>
<td>Hayward Tyler Inc.</td>
<td>122</td>
</tr>
<tr>
<td>GW Plastics Inc</td>
<td>24</td>
<td>HowardCenter</td>
<td>123</td>
</tr>
<tr>
<td>Hallam-ICS</td>
<td>25</td>
<td>Husky Injection Molding Systems, Inc.</td>
<td>124</td>
</tr>
<tr>
<td>Helen Day Art Center</td>
<td>26</td>
<td>Indian Stream Health Center</td>
<td>136</td>
</tr>
<tr>
<td>Hickok &amp; Boardman Insurance</td>
<td>27</td>
<td>JMM &amp; Associates</td>
<td>137</td>
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<td>Home Depot</td>
<td>19</td>
<td>Kieve Wavus Education</td>
<td>139</td>
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<tr>
<td>Horace Mann</td>
<td>28</td>
<td>Lamoille County Mental Health Services</td>
<td>154</td>
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<tr>
<td>Inntopia</td>
<td>29</td>
<td>Level Solar</td>
<td>140</td>
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<tr>
<td>John Galt Staffing, Inc.</td>
<td>30</td>
<td>Lionbridge Technologies</td>
<td>155</td>
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<td>Lake Champlain Community Sailing Center</td>
<td>31</td>
<td>Lowell Community Charter Public School</td>
<td>156</td>
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<td>Liberty Mutual</td>
<td>32</td>
<td>Medical Reserve Corps</td>
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<td>Logic Supply, Inc</td>
<td>33</td>
<td>Meghan Corbett State Farm Agency</td>
<td>144</td>
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<td>Lund Family Center</td>
<td>34</td>
<td>Milton CAT Inc</td>
<td>135</td>
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<tr>
<td>Mass Mutual</td>
<td>35</td>
<td>MyWebGrocer, Inc.</td>
<td>142</td>
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<tr>
<td>Milone &amp; MacBroom, Inc.</td>
<td>36</td>
<td>New Chapter, Inc.</td>
<td>143</td>
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<tr>
<td>National Life Group / Sentinel Asset Mgmt.</td>
<td>37</td>
<td>NextCapital</td>
<td>157</td>
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<td>Peace Corps</td>
<td>38</td>
<td>NFI Vermont, Inc</td>
<td>158</td>
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<tr>
<td>People's United Bank</td>
<td>39</td>
<td>Northwestern Counseling &amp; Support Services</td>
<td>159</td>
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<tr>
<td>Revision Military Ltd.</td>
<td>40</td>
<td>NuHarbor Security</td>
<td>145</td>
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<tr>
<td>Roman Catholic Diocese of Burlington</td>
<td>53</td>
<td>Pike Industries, Inc.</td>
<td>160</td>
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<tr>
<td>S. Burlington Recreation &amp; Parks Dept</td>
<td>54</td>
<td>ReSOURCE</td>
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<td>ScribeAmerica</td>
<td>41</td>
<td>Sagamore Institute of the Adirondacks</td>
<td>162</td>
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<td>Smugglers' Notch Resort</td>
<td>55</td>
<td>Shaw's Supermarkets</td>
<td>163</td>
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<tr>
<td>Spherion Staffing</td>
<td>57</td>
<td>Sherwin-Williams Company</td>
<td>164</td>
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<td>State of VT Dept of Corrections</td>
<td>58</td>
<td>St. Martin de Porres Academy</td>
<td>146</td>
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<td>Turbo Solutions Engineering</td>
<td>43</td>
<td>Stantec Consulting, Inc</td>
<td>165</td>
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<tr>
<td>U.S. Army Recruiters</td>
<td>44</td>
<td>State of Vermont</td>
<td>148</td>
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<tr>
<td>U.S. Customs and Border Protection</td>
<td>45</td>
<td>Tata &amp; Howard, Inc</td>
<td>166</td>
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<tr>
<td>U.S. Marine Corps</td>
<td>59</td>
<td>Transportation Security Administration (TSA)</td>
<td>147</td>
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<tr>
<td>UniFirst Corporation</td>
<td>60</td>
<td>Urban Teachers</td>
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<td>Union Mutual Fire Insurance Company</td>
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<td>Vermont Agency of Transportation (VTTrans)</td>
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<td>UVM Dining (Sodexo)</td>
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<td>VT Businesses for Social Responsibility</td>
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<td>UVM Health Network CVPH</td>
<td>63</td>
<td>Vermont Center for Geographic Information</td>
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<td>UVM Medical Center</td>
<td>64</td>
<td>Vermont Youth Conservation Corps (VYCC)</td>
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<td>Vermont Adaptive Ski &amp; Sports</td>
<td>65</td>
<td>W.B. Mason Company, Inc</td>
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<tr>
<td>Vermont Army National Guard</td>
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<td>Weston &amp; Sampson Engineers, Inc</td>
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<td>Vermont Country Store</td>
<td>47</td>
<td>WFFF FOX 44 WVNY ABC 22</td>
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<td>Vermont Federal Credit Union</td>
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<td>Whiting-Turner Contracting Company</td>
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<td>Vermont Housing &amp; Conservation Board AmeriCorps</td>
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<td>Yankee Farm Credit</td>
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<tr>
<td>Vermont Information Processing, Inc (VIP)</td>
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<td>Vermont Mutual Insurance Group</td>
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<tr>
<td>Vermont Service Center (USCIS)</td>
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<tr>
<td>Vermont State Police</td>
<td>69</td>
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<td>Visiting Nurse Assoc. of Chittenden &amp; Grand Isle Counties</td>
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<td>VPIRG (VT Public Interest Research Group)</td>
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<td>Williston Recreation &amp; Parks</td>
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<tr>
<td>Winooski Valley Park District</td>
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<tr>
<td>YWCA of Vermont &amp; Camp Hochelaga</td>
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<td></td>
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</tbody>
</table>

### Employers

**#19-71** are here Wednesday

**#119-171** are here Thursday
GET READY FOR INTERVIEWS

An interview that ends in a job offer is not the result of luck. Preparation is key! Preparing for an interview will help you present yourself in a relaxed manner and will reduce the chance of getting flustered by unexpected questions. Once your cover letter and resume have gotten you in the door, it's up to you to let the employer know why you are the best person for the job.

PRACTICE & PREPARE WITH BIG INTERVIEW

Use Big Interview (a free video interview-prep tool) to practice just about every question you're likely to get in over 20 industries using your webcam and this system of on-demand mock interviews. http://go.uvm.edu/biginterview

TALK WITH A CAREER COUNSELOR

For 10-15 minute conversations, drop-in at the Hub (Mon-Thur, 1-4 pm & Fri, 1-3 pm). For longer conversations, call the Career Center for an appointment. Counselors can interview you with common questions, then offer you feedback. (i.e: a mock interview)

PAY ATTENTION TO DETAILS

**Dress**
More conservatively than usual. Research the organization.

**Punctuality**
Be early, not late.

**Listen**
Listen well so that you can answer well.

**Talk**
Be friendly to receptionists.

**Body language**
Avoid nervous habits, make eye contact, smile.

**Act interested**
Take notes, ask questions.

**Answer questions**
Respond directly or ask for clarification if you're unsure.

**Ask questions**
Prepare questions in advance. Bring notes if necessary.

**Evaluate**
Immediately after the interview, consider how you feel.

**Send a thank you**
Send a formal email within 24 hours.

*Remember:* You are interviewing the employer or organization just as much as they are interviewing you. You want to make sure the employer or organization is a good fit for you too. Ask thoughtful questions that will help you know if this is a good fit.

Don’t miss out on a great job because you didn’t practice and prepare.
More Events. More Opportunities.

Computer Science, Data Science, Math & Stats Career Panel
Mon, March 6, 6pm, Lafayette 108

Coffee & City Year Trivia Hangout
Mon, March 6, 6:30pm, Hub

Careers in Public Health Alumni Panel
Tue, March 21, 6pm, Hub

Interview Like a Pro
Tue, March 28, 12noon, Career Center

Abroad this summer? Spend a day with a UVM alum in one of 17 cities around the globe with UVM’s Global Job Shadowing Program.
- Meet hosts: http://go.uvm.edu/globaljobshadow
- Get Info: http://go.uvm.edu/globaljobshadowinfo

Looking for internship funding? Apply for a scholarship!
- Get info: http://go.uvm.edu/internfund
- Application deadline is March 21.

Vermont Career Networking Night

Connect with Alumni!
Tuesday, April 4, 6pm
Alumni House, 61 Summit Street, Burlington
http://go.uvm.edu/vtnetwork

Check for updates on social media.

Catamount Job Link
www.uvm.edu/career/cjl

- Search for off-campus jobs & internships
- Resume & cover letter review
- And much more!
Take notes.
Besides making you look interested, they will remind you to follow up on things.

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While you’re in a professional outfit, get your photo taken to use in LinkedIn. Members of the UVM Tower Society will take and email your photo.

Student Break Room
Williams Room, Room 403

Stop by for support, advice or a quiet spot to think.

Staffed by the Office of International Education, Student Accessibility Services, TRIO, MOSAIC Center for Students of Color, LGBTQA Center, Women’s Center & Career Center.

GO.UVM.EDU/CAREERFAIR