

# SPRING EMPLOYER CONNECTIONS FAIR

All Students Welcome  
Jobs and Internships

BAIN & COMPANY 

  
wayfair

 Collective Health

TEACHFORAMERICA

HILLSTONE  
RESTAURANT GROUP

Goldman  
Sachs



 **tracelink**  
Life Sciences Cloud

 overstock™

Appian

+ MORE

 Peace  
Corps

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Tues. April 3, 2018

Hopkins Center, Stop by between 11AM-3PM

Hosted by The Center for Professional Development



**Bringing energy to the community you love?  
It doesn't get any better.**

Visit our booth to learn more about our  
career opportunities.

**Tuesday, April 3**

Dartmouth College  
Spring Employer Connections Fair



[irvingoil.com/careers](https://irvingoil.com/careers)





**CHANGEMAKERS START HERE**

**TEACH FOR AMERICA**  
OPPORTUNITY BEGINS WITH EDUCATION

**SPRING EMPLOYER CONNECTIONS FAIR**

11:00 AM- 3:00 PM

**DARTMOUTH COLLEGE**

Hopkins Center

**FOR MORE INFORMATION:**

Email: [Lisa.Yang@teachforamerica.org](mailto:Lisa.Yang@teachforamerica.org)

Teach For America is a collective force of educators, advocates, entrepreneurs, policymakers, and community members working toward a more equitable future for all. We are committed to profound systemic change, because we know equity begins with education. Join an extraordinary community with some of the most remarkable and passionate advocates of your generation



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# Join us

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We're working to transform the way buildings and communities are designed, built and operated, through LEED, the most widely used green building rating system in the world.

**Visit our booth to learn more.**  
**[usgbc.org/jobs](https://www.usgbc.org/jobs)**





### **Acumen, LLC**

Consulting, Health, Research & Analysis  
Entry Level, Internship – Summer

Our mission is to improve the information available to policy makers who design health, welfare, education, and labor programs at all levels of government. We are an organization that attracts, develops, excites, and retains exceptional people.

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### **Aeris Partners**

Finance  
Entry Level, Internship – Summer

Aeris Partners is a rapidly growing, independent technology-focused M&A advisory firm that serves market-leading software, business information, and technology-enabled services companies spanning a range of high-growth market sectors including healthcare IT, financial technology, education software and analytical software.

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### **Altman Vilandrie & Company**

Consulting  
Entry Level, Internship – Summer

Altman Vilandrie & Company (AV&Co.) is a boutique strategy consulting group that focuses exclusively on the telecommunications, media and related technology and investor sectors. From our industry focus to our office culture, we believe we have developed a unique environment that enables employees to thrive while delivering superior, high-impact work to clients.

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### **American Enterprise Institute**

Fundraising/Development, Research & Analysis, Writing & Editing  
Entry Level, Internship, Academic Research – Summer, Fall

The American Enterprise Institute is a public policy think tank dedicated to defending human dignity, expanding human potential, and building a freer and safer world. AEI operates independently of any political party and has no institutional positions. Its scholars' conclusions are fueled by rigorous, data-driven research and broad-ranging evidence.

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### **Appian**

Software Development, Consulting, Engineering, IT  
Entry Level, Internship – Summer

Appian makes building complex software simple. We've built our low-code platform from the ground up with the power to address some of the world's toughest business problems. It's exciting and challenging work with exciting and fulfilling rewards. It takes the right person...is that you?

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### **Applied Predictive Technologies**

Consulting, Engineering  
Entry Level, Internship – Summer, Winter

We are a leading analytics software company that empowers top global organizations across a wide range of industries to make data-driven decisions with confidence. With more than a dozen offices internationally, we are proud of our collaborative culture, which embodies hard work, innovation, and analytic excellence.

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### **Applied Value**

Consulting  
Entry Level, Internship – Summer, Winter, Spring

Applied Value offers world-class management consulting services designed to enhance the financial value of a client's enterprise. With professionals in three offices around the world, Applied Value provides a comprehensive range of strategy, operations and engineering management services. We combine the in-depth expertise of a global adviser with the focus, attention and flexibility of a boutique consulting firm.



## Audax Group, Private Equity

Finance  
Internship – Summer

Audax Private Equity is solely focused on building leading middle market companies. Since inception, we have invested \$4.5 billion in 111 platform investments and 635 add-on acquisitions. Working with our management partners, we have repeatedly transformed market leaders into substantially larger, better-positioned, more valuable enterprises.

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## Bain & Company

Consulting  
Entry Level, Internship – Summer

Bain & Company is the management consulting firm the world's business leaders come to when they want enduring results. Together, we find value across boundaries, develop insights to act on, and energize teams to sustain success. We're passionate about always doing the right thing for our clients, our people and our communities, even if it isn't easy.

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## Beacon Group

Consulting, Research & Analysis  
Entry Level, Internship – Summer

Beacon has carved a niche as a premier advisor on issues of innovation, disruption, and international, adjacent, and emerging market growth for the Fortune 500. We complement classic, commonly used growth assessments with a variety of Beacon's proprietary frameworks and methodologies to objectively assess the opportunities our clients face.

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## Build Health International

Architecture, Business Development Operations, Engineering, Public Service  
Entry Level, Internship – Summer

Build Health International is a non-profit organization dedicated to planning, designing, constructing, equipping, and sustaining public facilities in low-resource areas, all with the belief that accessibility to quality and compassionate health care, education, and a sense of community should exist for all, regardless of location or ability to pay.

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## C&S

Buying/Purchasing, Finance, Project Management, Supply Chain Management  
Entry Level, Internship – Summer

C&S is the largest wholesale grocery supply company in the U.S. and the industry leader in supply chain innovation. Founded in 1918 as a supplier to independent grocery stores, C&S now services customers of all sizes, supplying more than 6,000 independent supermarkets, chain stores, military bases, and institutions with over 150,000 different products.

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## Carney, Sandoe & Associates

Teaching  
Entry Level, Internship, Academic Research, Post-Grad Internship – Spring, Summer, Fall, Winter

Carney, Sandoe & Associates is an educational recruitment firm that places teachers and administrators in private, independent and like-kind (charter, magnet, pilot and merit) schools across the nation. Services are free for the job-seeking candidate, and teacher certification is not required in most positions open at these great schools.

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## Celonis

Consulting, Project Management, Sales  
Entry Level, Internship – Summer

Celonis is the world's leading process mining software company. Process Mining is a new big data analytics technology designed to help customers to optimize their operations. Process Mining goes through the already existing log data every IT system produces and finds out where you can improve.

**Centerview Partners**

Finance  
Entry Level, Internship – Summer

Centerview Partners is a leading global investment banking advisory firm with offices in London, Los Angeles, New York, Palo Alto and San Francisco. Our firm is unique in that we take a “One Firm” approach to deliver unmatched and independent advice to all of our clients. We provide advice on mergers and acquisitions, financial restructurings, valuation, and capital structure to companies, institutions and governments.

**Circadence**

 **CIRCADENCE** Communications, Computer Programming, Cyber Security & Risk Assessment, IT  
Entry Level, Internship – Summer, Fall, Winter, Spring

Circadence® is a leader in next-generation cybersecurity education and training. Circadence provides a fully immersive, AI-powered cybersecurity training and assessment platform for government and enterprise organizations. Circadence’s solutions modernize cybersecurity training with an advanced online gaming platform that delivers persistent, immersive and real-to-life experiences.



**City Year**  
Community Service, Health, Social Work, Teaching  
Entry Level

City Year is an education focused, nonprofit organization that unites young people of all backgrounds for a year of full-time service aimed at keeping students in school and on track to graduation. Teams of trained young people called AmeriCorps members serve full-time in schools during the academic year as tutors, mentors and role models.



**Collective Health**  
Operations, Engineering  
Entry Level

Collective Health is a technology company working to create the healthcare experience we all deserve. Founded in 2013, our team of engineers, product managers, and actuaries are redefining the \$1 trillion market of employer-sponsored health benefits with data-driven and people-focused products. Based in San Francisco, we’re backed by some of the best investors in Silicon Valley including Google Ventures, Founders Fund, NEA, and Redpoint Ventures.



**Criteo**  
Account Management, Brand Management, Business Development Operations, IT, Marketing, Sales  
Entry Level

At Criteo, we connect 1.2 billion active shoppers with the things they need and love. Our mission is to create an open, transparent and fair marketing ecosystem. With more than \$550 billion in annual commerce sales and 600 terabytes of daily shopper data, we deliver performance at scale. And, with over 30 offices across the world, our company DNA is truly international. Do you want to have an impact on more than half of the world’s internet users? Join us and be part of something big.

**Dartmouth College**

 **DARTMOUTH** Community Service, Computer Programming, Cyber Security & Risk Assessment, Human Resources  
Entry Level, Internship, Academic Research, Post-Grad Internship – Summer

Dartmouth is a special place, filled with diverse, energetic, and talented people who are driven to grow and succeed. Influenced by its distinctive New England setting and heritage, Dartmouth embodies a pioneering commitment to "making a difference" in a community whose members work together to create knowledge, connect to the world, and further their sense of identity and direction. Make the best experience of your life, Experience Dartmouth.



**Dean & Company**  
Consulting  
Entry Level, Internship – Summer

Dean & Company is a highly quantitative, boutique strategy consulting firm with a unique mix of both traditional business strategy development and a range of investment advisory work. We work with senior executives and use a fact-based, analytical approach to improve performance.

**DEKA** **DEKA Research & Development Corp.**  
Business Development, Engineering, Marketing, Research & Development  
Entry Level, Internship – Spring, Summer, Fall, Winter

DEKA Research & Development (DEKA) has a rich heritage of developing and manufacturing world-changing ideas, with a strong focus on medical products. DEKA is dedicated to using innovative design solutions and state-of-the-art technology to improve lives.

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**EF Education First**  
Business Development, Finance, Marketing, Operations, Project Management  
Entry Level, Internship – Summer, Fall, Winter, Spring

If you want to launch your career while making a positive difference in the world, come join our community of passionate entrepreneurs, fearless travelers and innovative thinkers. EF is an experiential education company on a mission to open the world through education.

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**EnerNoc, Inc.**  
Consulting, Engineering, Environment, Finance, Supply Chain Management  
Entry Level, Internship – Summer, Winter

EnerNOC is a team of mission-driven people who recognize that using a 20th century construct for managing energy doesn't fit today's global imperative to use energy better. We believe that energy intelligence software (EIS) will fundamentally change the way the world uses energy, giving our business customers more control over energy costs and the utilities that serve them the ability to forge deeper customer relationships.

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**Epic**  
Computer Programming, Engineering, Health, IT, Project Management  
Entry Level, Internship – Summer

A global leader in the development of software for healthcare organizations, Epic is driving change for an entire industry. Our team collaborates with some of the world's most respected healthcare organizations to improve both individual patient care and the health of entire communities. The challenges we tackle on a daily basis impact the lives of more than 190 million patients worldwide.

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**EVERSOURCE** **Eversource Energy**  
Engineering  
ENERGY Entry Level, Internship – Summer, Fall

Eversource Energy (NYSE:ES), a Fortune 500 and Standard & Poor's 500 energy company based in Connecticut, Massachusetts and New Hampshire, operates New England's largest energy delivery system. Eversource is committed to safety, reliability, environmental leadership and stewardship, and expanding energy options for its 3.7 million electric and natural gas customers. We are a company dedicated to our customers, communities and employees.

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**Goldman, Sachs & Co.**  
Account Management, Engineering, Finance, Legal  
Internship – Summer

The Goldman Sachs Group, Inc. is a leading global investment banking, securities and investment management firm that provides a wide range of financial services to a substantial and diversified client base that includes corporations, financial institutions, governments and individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in all major financial centers around the world.

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**Grenzebach Glier and Associates**  
Business Development, Consulting, Engineering, Fundraising, Project Management  
Entry Level, Internship – Summer

Grenzebach Glier and Associates is a global philanthropic management consulting firm. GG+A is committed to providing strategic and evidence-based fundraising counsel to help each client institution build a sustainable development function that substantially impacts the fulfillment of its mission. GG+A embodies a high-performance culture, dedicated to enhancing the philanthropic support of each of its client.



## Hillstone Restaurant Group

Operations

Entry Level, Internship, Academic Research – Summer, Fall

Hillstone Restaurant Group is a privately-held collection of upscale restaurants with 45+ locations in major cities across the country. Some of our more well-known operations are Houston's, Hillstone, R+D Kitchen, Bandera, East Hampton Grill, South Beverly Grill, Honor Bar, Palm Beach Grill, and White House Tavern. To learn more, visit us at [www.hillstone.com](http://www.hillstone.com), or read this recent profile in Bon Appetit magazine: [www.hillstone.com/press/bonappetit](http://www.hillstone.com/press/bonappetit)

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INVESTOR  
GROUP  
SERVICES

## Investor Group Services (IGS)

Consulting, Finance, Research & Analysis

Entry Level

Investor Group Services (IGS) is a boutique advisory firm that works with private equity firms, strategic acquirers and their portfolio companies across North America and overseas. We help our clients assess investment opportunities across most major sectors by providing them with the data-driven insights and analysis they need to make investments in middle market companies and industries.

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## Irving Oil

Business Development, Marketing

Entry Level, Internship – Summer, Fall, Winter, Spring

Irving Oil was founded in 1924 and is an international refining and marketing company with a history of long-term partnerships. Named one of Canada's Top 100 Employers for 2018, Irving Oil operates Canada's largest refinery, in Saint John, New Brunswick. It also operates Ireland's only refinery, located at Whitegate. With over 900 fueling locations, 11 distribution terminals, and a delivery fleet of tractor-trailers, Irving Oil serves customers throughout Atlantic Canada, Quebec and New England.

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## J.P. Morgan

Finance

Internship – Summer

J.P. Morgan Asset & Wealth Management, with client assets of \$2.4 trillion, is a global leader in investment and wealth management. Its clients include institutions, high-net-worth individuals and retail investors in every major market throughout the world. The division offers investment management across all major asset classes including equities, fixed income, alternatives, multi-asset and money market funds. For individual investors, the business also provides retirement products and services, brokerage and banking services including trusts and estates, loans, mortgages and deposits.

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## Liberty Utilities

Account Management, Business Development Operations, Communications, Engineering, Environment

Entry Level, Internship – Summer, Fall, Winter, Spring

Liberty Utilities owns and operates regulated water, wastewater, natural gas and electric utilities. We provide local utility management, service, and support to small and mid-sized communities across the United States.

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## McKinsey & Company

Consulting, Marketing, Operations, Research & Analysis

Entry Level, Internship – Summer, Winter

McKinsey & Company is a global management consulting firm, committed to helping institutions in the private, public and social sectors achieve lasting success. With consultants in more than 120 offices in over 61 countries, we bring unparalleled expertise to clients globally. We work closely with teams at all levels of an organization to shape winning strategies, mobilize for change, build capabilities and drive successful execution.

Internships for Winter or Summer 2019 and full-time positions for class of 2019.



### **MTS Health Partners, L.P.**

Consulting, Finance, Health  
Entry Level, Internship – Summer, Winter

MTS Health Partners is a leading boutique investment bank that provides strategic and financial advice to the global healthcare industry. Since 1999, MTS has continued to foster trusted client partnerships, creating alignment to achieve their goals. We provide our clients with creative thinking, candid advice, and commitment to results, advising them in pursuing the right strategic pathways rather than simply focusing on transactions.

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### **NOMURA Nomura**

Finance  
Internship – Summer, Winter

Nomura is an Asia-headquartered financial services group with an integrated global network spanning over 30 countries. By connecting markets East & West, Nomura services the needs of individuals, institutions, corporates and governments through its three business divisions: Retail, Asset Management, and Wholesale (Global Markets and Investment Banking).



**Overstock.com**  
Computer Programming, Graphic Design, IT, Marketing, Supply Chain Management  
Entry Level, Internship – Summer

Overstock is an original resident of the 'Silicon Slopes,' one of the fastest growing technology hubs in the country. We're game changers, problem solvers, and collaborators. We are a passionate group of creative people who love and believe in the work we do. Oh, and did we mention we're pretty good at table tennis? Each one of us has a unique role in a fast-paced, tech-driven ecommerce landscape.



**Parthenon Group**  
Consulting  
Entry Level, Internship, Post-Grad Internship – Summer, Fall

Come meet current EY-Parthenon Associates at our career fair table to learn more about our projects and sectors in the strategy consulting space, our culture and commitment to inclusiveness, and how you can flex your entrepreneurial muscles from day one to make an impact as an intern or fulltime employee. We look forward to meeting you!



**Peace Corps**  
Account Management/Planning, Administration, Advocacy  
Entry Level

The Peace Corps is a service opportunity for motivated change makers to immerse themselves in a community abroad, working side by side with local leaders to tackle the most pressing challenges of our generation.



**SAGA Innovations**  
Community Service, Teaching  
Entry Level

SAGA Innovations ([sagainnovations.org](http://sagainnovations.org)) is a national nonprofit that partners with public school districts to provide underserved students with high-dosage in-school-day tutoring, at no cost to students or their families.



**Teach For America**  
Advocacy, Communications, Teaching  
Entry Level, Internship, Post-Grad Internship/Fellowship – Summer

Teach For America is a diverse network of leaders who confront educational inequity through teaching, and work with unwavering commitment from every sector of society to create a nation free from this injustice.



### **Toast, Inc.**

Business Development Operations, Communications  
Internship – Summer

Toast is a rapidly growing startup building the first all-in-one restaurant management software platform. Toast's Android tablet based system helps restaurants, cafes, bars and nightclubs operate more efficiently and connect with their customer base in new and innovative ways. As a startup, we move fast and have a lot of opportunity for career growth, so if you're passionate about your work and want to be in a fun and growing industry, join us!

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### **TraceLink**

Business Development, Computer Programming, Engineering, IT  
Entry Level, Internship, Post-Grad Internship/Fellowship – Summer, Spring

The world's largest track and trace network for connecting the Life Sciences supply chain and eliminating counterfeit drugs from the global marketplace.

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### **Tuck Business Bridge Program**

Business Development  
Internship – Summer, Winter

A total immersion business program designed to prepare top liberal arts and science undergrads for challenging careers. With a comprehensive business core curriculum, taught by the Tuck School of Business's top-ranked MBA faculty, a capstone team project, and one-on-one guidance from the Tuck's Career Development Office, The Tuck Business Bridge Program® can give you the skills confidence you'll need to get a job and succeed.

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### **U.S. Air Force**

Cyber Security & risk Assessment, Engineering, Military & Defense, Operations  
Entry Level

United States Air Force Recruiting office

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### **U.S. Green Building Council**

Architecture, Business Development, Engineering, Environment, Research & Analysis  
Entry Level, Internship – Summer, Fall, Winter, Spring

Our vision at the U.S. Green Building Council (USGBC) is that buildings and communities will regenerate and sustain the health and vitality of all life within a generation. Our mission is to transform the way buildings and communities are designed, built and operated, enabling an environmentally and socially responsible, healthy, and prosperous environment that improves the quality of life.

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### **Urban Teachers**

Teaching  
Entry Level, Internship, Academic Research, Post-Grad Internship– Spring

Urban Teachers is a non-profit teacher preparation and graduate school program in partnership with Johns Hopkins University.

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### **Vanguard**

Finance  
Entry Level, Internship – Summer

Vanguard, one of the world's largest global investment management companies, offers rewarding long-term careers in finance, technology, client service, and related financial services fields. The company is widely recognized for providing a comprehensive total rewards package of compensation, benefits, and work-life programs.

**Vermont Telephone Company, Inc.**

Administration, Communications, Engineering, IT, Sales  
 Entry Level, Internship, Post-Grad Internship – Summer

VTel is a small family-owned telephone company providing landline service to 14 rural Vermont villages, as well as 4G LTE wireless Internet to towns throughout Vermont and select areas of New York and New Hampshire, based in Springfield, VT. In 2018, we are expanding our reach with our cell phone service launched recently in 2017 and are looking for people excited by technology to help us realize a nationally recognized service.

**Volition Capital LLC**

Finance  
 Entry Level, Internship – Summer, Fall, Winter, Spring

Volition Capital is a Boston-based growth equity firm and was formerly a part of Fidelity Ventures. Volition invests in fast growing, founder-owned, and capital efficient business across the software, internet and internet-enabled services sectors. Volition aims to hire people of high integrity who also have strong quantitative and communicate skills.

**Walmart**

Business Development, Buying/Purchasing, Computer Programming, Supply Chain  
 Entry Level, Internship – Summer

Walmart eCommerce is rapidly innovating to evolve and define the future state of shopping. With some of the brightest minds in technology, merchandising, marketing, supply chain, talent and more, we are reimagining the intersection of digital and physical shopping to help achieve that mission. Backed by the world's largest retailer, Walmart eCommerce is a growing family of brands including Walmart, Jet, Hayneedle, Moosejaw, Shoes.com, and more.

**Wayfair**

Business Development, Information Management, Project Management, Research & Analysis  
 Entry Level, Internship – Summer, Winter, Spring

Wayfair, an online destination for all things home Joss & Main, AllModern, DwellStudio. Birch Lane, a collection of classic furnishings and timeless home décor. Wayfair generated \$3.6 billion in net revenue for the twelve months ended March 31, 2017. Headquartered in Boston, Massachusetts with operations throughout North America and Europe, the company employs more than 5,700 people.

**Woodrow Wilson National Fellowship Foundation**

Teaching  
 Entry Level, Post-Grad Internship/Fellowship – Fall

The Woodrow Wilson Foundation recruits and prepares the nation's best and brightest recent graduates and career changers with STEM backgrounds to teach in middle and high school science and math classrooms. In collaboration with MIT, the Woodrow Wilson Foundation is changing master's-level teacher and leader preparation for the 21st century, focusing on outcomes and content mastery.

Dartmouth

Center for  
Professional  
Development

# ACE YOUR EMPLOYER CONNECTIONS FAIR

MAXIMIZE YOUR TIME NETWORKING WITH COMPANIES  
FROM DIFFERENT INDUSTRIES



## TARGET + RESEARCH

Pick 2-3 firms from employer directory on CPD website. Check them out on Vault.com via DartBoard, sites like Glassdoor, Google News.

## PREPARE + PRACTICE

Try to have 2 questions ready to ask employer reps. Create 10-sec elevator pitch about yourself: 1 headline & 3 key points. Practice with a friend.



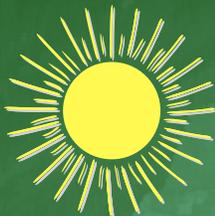
## APPEAR + INITIATE

Dress business casual. Smile with eye contact & a firm handshake. Introduce yourself with your elevator pitch. Go to several employer tables to learn more.



## COLLECT + THANK

Ask for a business card from people you spoke with. Note date, event, openings & application process. Follow up expressing interest within 24 hours.



## RELAX + HAVE FUN

Be curious. Wander & meet people. Get support chatting with CPD staff. Each time you attend an employer fair you get better at networking!

## VISIT DARTBOARD

For industry & employer research tools

Dartmouth CPD  
2nd floor, Bank of America Building

