



Connecting employers with military veterans nationwide!

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Corporate Gray Newsletter

July 2018

Transition Advice

Resume Top Tips

A good resume advertises your qualifications and shows your value to prospective employers. Be sure it not only captures your key skills and accomplishments, but also illustrates what you can do for their company. Here are a few of our top tips to greatly improve your likelihood of standing out and getting an interview:

Focus on your accomplishments as they relate to an employer's needs. This requires you to do company research to target your resume to specific employers. Make a recruiter's job easier by showing them why you are a good match and how you can fill their needs. Stating this first on your resume as an Objective or Summary statement will get their attention.



To make it through the initial software auto-screening that many companies use, tailor your resume to the specific job opening you're targeting. How are the skills and requirements worded in the job posting? Mirror that wording on your resume to increase the likelihood your resume will make it through the automated screen.

Translate into civilian terms all the military acronyms and jargon that describe your skills and accomplishments. To help translate your skills and experience into civilian terms, read the article [Translate Your Military Skills into Civilian Language in 6 Easy Steps](#) and use tools like the [O*Net Online Military Crosswalk](#).

An online tool called the [Personal Branding Resume Engine](#) is designed specifically for veterans and transitioning military members to help you describe your skills in a way that will make your talents clear to potential employers. This tool also goes a step further by formatting those skills into a professional-looking resume.

For sample resumes to get you started, visit the [Construct Your Resume](#) page (see the Transition Guide link on Corporate Gray Online). On the right side under "Additional Resources" are resume examples for common military occupations such as electrician, engineer, homeland security, maintenance, etc. These can be downloaded in Microsoft Word format and easily modified.

Share your resume with a few people you think will give you objective and useful feedback. Seek advice from someone in a hiring position similar to one you will encounter in an interview. Take the time to make your resume a quality first impression!

Find more resume tips on the [Corporate Gray Blog](#). Enter "resume" in the search box.

Upcoming Job Fairs



Military Officer Job Fair * July 27, 2018 * Arlington, VA

Are you preparing to leave the service as a military officer? Would you like to talk with companies specifically seeking military officer talent? Then plan to attend the July 27th Military Officer Job Fair, which will be held from 8 am to 12 noon at the Army Navy Country Club in Arlington, Virginia. While sponsored by the West Point Society of DC, this event is open and free to ALL military officers regardless of commissioning source or branch of service. Meet face-to-face with representatives from Oracle, SAIC, PenFed, Central Intelligence Agency, Barbaricum, Fannie Mae, Institute for Defense Analyses, and more! For additional information and to register, visit www.MilitaryOfficerJobFair.com.

Corporate Gray Military-Friendly Job Fair * September 21, 2018 * Springfield, VA

Come meet face-to-face with dozens of military-friendly companies at the September 21st Corporate Gray Military-Friendly Job Fair at The Waterford in Springfield, Virginia. Interview with Leidos, Booz Allen Hamilton, National Security Agency, U.S. Postal Service, ARServices, Prince William County Police, and many more! Job fair hours are 9 am to 12 noon, with an Employer Panel discussion for job seekers starting at 8 am. To ensure you receive the job fair Employer Directory in advance, pre-register at <http://corporategray.com/jobfairs/398>. And if you upload your resume, the participating companies will have early access to your credentials. This job fair is free to all job seekers and is especially for transitioning service members and veterans of all ranks/ratings and branches of service.

TAOnline Virtual Career Fair * The Big Virtual * October 2018

The Big Virtual is a TAOnline Virtual Career Fair where U.S. veterans and security cleared professionals can connect online with military-friendly organizations. The event will take place from your computer in October (date TBD) from 11:00 am to 3:00 pm (ET). This event is for anyone seeking nationwide opportunities and is for all ranks and branches of service, including active duty, Reserve, National Guard, and individuals with a security clearance (including civilians). More information will be available soon.

Federal Job Search

Battlefield Resumes

Military-To-Civilian Translation Short-Cuts are available from Battlefield Resumes for a small fee. Here's what you do: (1) Click the [Military-to-Civilian Translation Guide "Short-Cut"](#); (2) Locate your military job title (ex: S1, S2, S3, S4, Squad Leader, Platoon Sergeant, etc.); (3) Download the Translation Guide; (4) Copy the already-translated Resume Bullets into your resume. IT'S REALLY THAT SIMPLE!

Featured Employers, Schools, and Service Providers



These companies have sponsored *The Military-to-Civilian Transition Guide* because they want to reach out to military-experienced candidates. They want to hear from you! Contact them about your next career move!

Defense

Lockheed Martin is one of the foremost systems engineering, software and systems integration companies in the world. They are seeking experienced Cyber Security Engineers, Intelligence Analyst Staff, RF Engineers and more. Visit www.lockheedmartinjobs.com/corpgray to learn more.

Equipment Dealership

Foley is a premier Caterpillar Dealership that serves the New Jersey, Southeastern Pennsylvania, and Northern Delaware Regions. Foley's divisions provide a diversified line of products, rentals and services to support our wide range of construction, power generation, industrial engine and marine customers. Please visit www.foleyinc.com/about-foley/careers to learn about our exciting employment opportunities, training, benefits and more.

Government

The **U.S. Nuclear Regulatory Commission's** (NRC) mission is to license and regulate the Nation's civilian use of radioactive materials to provide reasonable assurance of adequate protection of public health and safety, to promote the common defense and security, and to protect the environment. NRC hires engineers, scientists, security specialists, IT

professionals, financial analysts, and others at all levels—from recent grads to senior leaders. Learn more at www.nrc.gov/about-nrc/employment.html

Multi-industry [Koch Industries, Inc.](#) provides the ultimate career transition for military veterans. Our diversified international group of companies offers career opportunities in engineering, IT, logistics, maintenance, operations, business and manufacturing. Join forces with a company that aligns with your beliefs and offers a diverse range of opportunities to create your own career path. Visit kochcareers.com/veterans to learn more.

School [Great Lakes Truck Driving School](#) is quickly becoming America's Premier Training Facility for CDL, Heavy Equipment Operation, Oilfield, and Pipeline Certifications. This state of the art training facility located within 30 minutes of downtown Cleveland is situated on a 10.7-acre training site. Complimentary lodging for out of the area students. For more information on training opportunities and their Veteran Service Program, call 866-932-3436 or visit www.greatlakestds.com.

Veterans Services [David Griswold & Associates, Inc.](#) has helped thousands of military transition to civilian jobs for over 30 years. They partner with you to develop a career campaign strategy to put you in a new career. Their clients have recently accepted positions to include Boeing, Booz Allen, Deloitte, Ingersoll Rand, General Dynamics, GE, General Motors, MTSI, MITRE, Oracle, SAIC, Skanska, and Xerox. Visit www.dhwgriswold.com and send them your resume to DHWG@sbcglobal.net to see if they can assist you in your job search.

Hot Jobs & Opportunities

The following jobs opportunities are being highlighted this month:

HOT JOBS

[Cleveland Brothers Equipment Company](#) is hiring for the following immediate positions:

- Multiple Petroleum Market Opportunities in Pennsylvania & West Virginia including Natural Gas engines along with Diesel Engines and Cat Transmissions Technicians
- Multiple Electric Power Generation Opportunities in Pennsylvania & West Virginia including Diesel Engines, Generators, Automatic Transfer Switches, Switch Gear, UPS, etc. Technicians
- Multiple Construction Equipment and On highway Truck Technicians

Visit <https://careers.clevelandbrothers.com> for these and other current openings, and contact Dave Greenawalt at dgreenawalt@clevelandbrothers.com or call him at (724) 325-9324 ext. 6324 to let him know of your interest.

[Koch Industries](#) is currently hiring for the following positions:

- [Electrician Mechanic](#) in Crossett, AR
- [Millwright](#) in Talladega, AL
- [Maintenance Mechanic](#) in Santa Fe Springs, CA
- [Maintenance Technician](#) in Sa Mirada, CA

[Click here](#) to search more job opportunities at Koch. BEFORE applying to a position, send an email with your resume attached to John Buckley at John.Buckley@kochind.com. Let him know the position(s) for which you are interested and that you were made aware of the openings through Corporate Gray. John will help you navigate the Koch selection process to improve your chances of success!

[Lockheed Martin](#) has the following immediate openings:

- [Cyber Defense Lead](#) (439569BR) in Fort Worth, TX
- [Software Engineer-Cyber](#) (429774BR) in Herndon, VA
- [RF Test Engineer](#) (438351BR) in Littleton, CO
- [RF Engineer Sr](#) (419544BR) in Owego, NY

View all their career opportunities at www.lockheedmartinjobs.com/corpgray.

The [U.S. Nuclear Regulatory Commission](#) (NRC) is hiring for the following positions:

- [Project Engineer](#) (Resident Inspector Development Program) in Atlanta, GA
- [Contract Specialist](#) in Rockville, MD

Learn more about NRC career opportunities at www.nrc.gov/about-nrc/employment.html.

Defense contractors are currently hiring for the following positions in Northern Virginia:

- **Sr Vulnerability Researcher**
- **Sr Manager-Program Management**
- **Sr PC/Client Server Analyst**
- **Sr Systems Engineer I**
- **Sr Software Engineer**

A fast growing FinTech company is currently hiring for the following position in Northern Virginia:

- **Inside Sales Associate**

For more information on these positions, contact Carl Savino at Carl@CorporateGray.com, and let him know the positions in which you have interest.

Find more jobs on Corporate Gray Online by clicking [Find Jobs](#) in the menu bar. Type in your Keywords or search by Company Name.

EDUCATIONAL OPPORTUNITIES

[Great Lakes Truck Driving School](#) is committed to serving veterans from the point of enrollment and throughout their entire career. Many programs approved for GI Bill benefits include commercial truck driver training, NCCER heavy equipment operation, oilfield certifications for the drilling industry, as well as combinations thereof! Nearly half of our instructional staff are military veterans who are dedicated to helping our students build upon their military training and experience throughout their program. Our training programs are designed to prepare graduates for a new career in truck driving, heavy equipment operation, and the oilfield & pipeline industry. We are proud to report a placement rate of over 86% for our veteran graduates. View all their programs at www.greatlakestds.com/programs.php.

Corporate Gray Online

Visit www.CorporateGray.com/login and log in using your username and password (if you forgot your password, you can use the reminder link to retrieve it).

Help recruiters find you! [Post your resume on Corporate Gray Online](#) or upload a revised version. Having a resume helps you get noticed by employers searching for individuals with your skills! Upload your resume by clicking the "My Resume" link after logging into the site. Your resume was posted on [**{ResumePostedDate}**]. If that value is blank or outdated, be sure to upload your current resume.

Use the [Find Jobs](#) link to search and apply for job opportunities best matching your skills and interests. Access key elements of the Corporate Gray book by clicking the [Transition Guide](#) link.

If you want to close your account, visit www.corporategray.com/applicants/deactivate and enter your username: {Username} and password. Then click "Yes" in response to "Do you want to deactivate your account?"

*Please feel free to share this newsletter with other veterans: [Forward to a Friend](#)
Good luck with your job search!*

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