



Connecting employers with military veterans nationwide!

Connect with us!



Corporate Gray Newsletter

October 2018

Transition Advice

Company Research and the Power of the Informational Interview

You hear a lot about the importance of networking in your job search. One of your main objectives in networking should be to conduct informational interviews. This is "all too often overlooked after the network contact is made," according to Jim Dittbrenner, a second generation Army mustang and military transition specialist, in his [article on the topic](#). The informational interview is a type of informal interview that allows you to research companies and network with individuals that work there. It often yields not only useful company information but may lead to formal job interviews and offers.



You use the informational interview to gain job and company information, advice, and referrals. You want to learn more about the company and whether it's a good match to your background and interests. You're not asking for a job at this point, just for information and advice for your job search. This opens the door to opportunities while minimizing rejections and competition. And it has the added benefit of getting you noticed and remembered for future opportunities.

You want to engage your prospects in the 5 Rs of informational interviewing:

- Reveal useful information and advice for your job search.
- Refer you to others.
- Read your resume.
- Revise your resume.
- Remember you for future opportunities.

If you follow the principles of conducting informational interviews within your network, you will gain valuable information about the company and get on the radar of key company personnel. Discover more articles on this topic and other transition advice on the [Corporate Gray Blog](#).

Attend a free workshop on Using Social Media (LinkedIn and more) in Your Job Search, designed for transitioning service members and their spouses. See the upcoming dates for JB Anacostia-Bolling, JB Andrews, Quantico, and the Pentagon here: <http://blog.corporategray.com/upcoming-events>.

Upcoming Job Fairs



Corporate Gray Military-Friendly Job Fair * October 17, 2018 * Virginia Beach, VA

Come meet face-to face with over 40 military-friendly companies on October 17th at the Virginia Beach Convention Center. Some of the participating companies include: Lockheed Martin, SAIC, Newport News Shipbuilding, Leidos, ARServices, National Security Agency, U.S. Postal Service, Booz Allen Hamilton, Carter Machinery, Cleveland Brothers Equipment Co., U.S. Secret Service, First Command Financial Services, Grifols, Cox Communications, and more. Job fair hours are 9 am to 12 noon with two free employment seminars from 8 am to 9 am. To ensure you receive the job fair Employer Directory in advance, pre-register at <http://corporategray.com/jobfairs/399>. And if you upload your resume to the Corporate Gray

website, the participating companies will have early access to your credentials. While especially for transitioning service members and veterans, this job fair is free and open to all job seekers.

Corporate Gray Military-Friendly Job Fair * November 16, 2018 * Springfield, VA

You're invited to interview with dozens of military-friendly companies at the November 16th Corporate Gray Military-Friendly Job Fair at The Waterford in Springfield, Virginia. Interview face-to-face with Lockheed Martin, Leidos, Booz Allen Hamilton, Marine Corps Systems Command, Prince William County Police, Inter-Con Security Systems, Leidos, PenFed, OBXtech, U.S. Secret Service, 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/400>. And if you upload your resume to the Corporate Gray website, 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 16, 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 on October 16th from 11 am to 3 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). View more information and register at www.taonline.com/tbv-js/?p=corpgray.

MOAA Military and Veteran Virtual Career Fair * October 17, 2018

MOAA's free Virtual Career Fair is open to all job-seeking military, veterans, and spouses. The purpose of this online career fair is to connect service members, veterans, and their families to career opportunities. Space in these virtual events is limited, so register today at <https://app.brazenconnect.com/a/moaa/e/4qv6Q>.

Transition Assistance Partners

Federal Job Search Assistance - Battlefield Resumes

Military-To-Federal Translation resume bullets are available from Battlefield Resumes for a small fee. Here's what you do: (1) Click <https://battlefieldresumes.com/military-to-federal-translation-guide>; (2) Locate your military job/MOS (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!

Services for NCOs

The [Non Commissioned Officers Association](http://ncoa.org) (NCOA) was established in 1960 to enhance and maintain the quality of life for noncommissioned and petty officers in all branches of the Armed Forces, National Guard and Reserves. The Association is a leader in Veterans and Spouse Employment and is a strong voice on Capitol Hill and with the Veterans Administration. NCOA is proud to offer a wide range of benefits and services in education, healthcare, finance, and more, designed especially for current and former enlisted service members and their families. For information on benefits and to become a member, visit <https://ncoausa.org>. **Join NCOA Today!**

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

Koch Industries is currently hiring for the following positions:

- [Operations Associate](#) in Ridgeway, VA
- [Electrician I](#) in Emporia, VA
- [Tool & Die Technician](#) in Dallas, TX
- [Logistics Coordinator](#) in Dallas, TX

[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 Security, Network Security, Engineer](#) (428289BR) in Louisville, CO
- [Software Engineer](#) (441773BR) in Palmdale, CA
- [Manufacturing Planner](#) (452639BR) in Orlando, FL
- [Flight Controls and Autonomy Engineer](#) (453715BR) in Stratford, CT

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

MCR has immediate openings for **Acquisition Specialists** in El Segundo, CA. Search all their openings at www.mcric.com/careers.

National Security Agency (NSA) offers extraordinary opportunities to professionals in a wide variety of fields; from STEM

professionals to foreign language experts, intelligence analysts to business managers. Search all their career opportunities at www.intelligencecareers.gov/nsa.

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

- [Temporary Summer Student](#) in multiple locations including: Rockville, MD; Lisle, IL; Atlanta, GA; Arlington, TX; King of Prussia, PA; and Chattanooga, TN
- [Honor Law Graduate Program – Legal Intern](#) in Rockville, MD

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

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!*

Competitive Edge Services Inc., Fairfax Station, VA 22039. All rights reserved.