



Connecting employers with military veterans nationwide!

Connect with us!



Corporate Gray Newsletter

November 2017

Transition Advice

HAPPY VETERANS DAY!

Thank you to all the U.S. military veterans who have served our country and fought for our freedom.

Networking and Your Job Search

It is estimated that at least 80% of jobs are found through networking. The old adage, "It's not what you know, but who you know," holds true in the job search. Of course, your skills and experience are what will ultimately land you the job, but your networking efforts will open the doors to opportunities.

It's important to include both formal and informal networking in your job search process. Formal networking is taking a direct approach in asking for job leads and referrals, and attending professional networking events such as association meetings, industry conferences, or business social events.



Informal networking can occur at a family gathering, [holiday party](#), or community event, where it is acceptable to casually mention that you are seeking employment. Casual acquaintances and conversations can often lead to unexpected job opportunities, so don't overlook the power of informal networking. [Read this article](#) for some guidelines to follow for effective networking.

Search out and connect with fellow veterans for support with your job search. They've been through the transition and are often very willing to help out a fellow service member. Find them through social media sites such as [LinkedIn.com](#), and through veteran websites, military associations, and fellow military colleagues. Learn more from this article on [connecting with fellow veterans](#).

Social media is a powerful networking tool for a job seeker. It allows you to build a boundless network right from your computer -- connecting to colleagues, recruiters, experts and influencers in your industry to help get your foot in the door of opportunities. For some quick tips on building your network via LinkedIn, Facebook, and Twitter check out [7 Tips for Networking with Social Media](#). For even more social media advice, order a copy of *Social Media and Your Job Search: Maximizing Your Network for a Successful Transition, 2nd Edition* from [Corporate Gray](#).

Upcoming Job Fairs



Corporate Gray Military-Friendly Job Fair * November 16, 2017 * Springfield, VA

You're invited to meet face-to-face with representatives from Leidos, AECOM, Lockheed Martin, Booz Allen, YRCI, New York Life, CSRA, FCI Federal, PenFed, U.S. Customs & Border Protection, Institute for Defense Analyses, and more at the November 16th Corporate Gray Military-Friendly Job Fair. This job fair will be held from 9 am to 12:30 pm at The Waterford in Springfield, Virginia. An employer panel discussion for job seekers will start at 8 am. To ensure you receive the job fair employer directory in advance, pre-register at <http://corporategray.com/jobfairs/389>. This event is especially for transitioning

service members and veterans of all ranks and branches of service. Free to all job seekers.

Military Officer Job Fair * December 1, 2017 * Arlington, VA

If you are a transitioning or former (separated/retired) military officer seeking employment, be sure to attend the December 1st Military Officer Job Fair, which will be held at the Army Navy Country Club in Arlington, Virginia. While sponsored by the West Point Society of DC, this event is free and open to ALL military officers regardless of commissioning source or branch of service. Meet face-to-face with representatives from DynCorp International, U.S. Customs & Border Protection, Institute for Defense Analyses, PenFed, LMI Government Consulting, Edward Jones, Endeavor Air, and many more! By pre-registering via www.MilitaryOfficerJobFair.com, you will receive the job fair directory in advance and make your resume accessible to the participating companies.

Corporate Gray Military-Friendly Job Fair * February 14, 2018 * Virginia Beach

Save the date to attend the next Corporate Gray Military-Friendly Job Fair in the Virginia Beach area on February 14th. Job fair will be held at the Virginia Beach Convention Center, 9 am to 12:30 pm with two employment seminars starting at 8 am. To ensure you receive the job fair employer directory in advance, pre-register at <http://corporategray.com/jobfairs/393>. This event is especially for transitioning service members and veterans of all ranks and branches of service. Free to all job seekers.

TAOnline Virtual Career Fair * The Big Virtual * Date TBD, 2018

The Big Virtual is a quarterly TAOnline Virtual Career Fair where U.S. veterans and security cleared professionals can connect online with military-friendly organizations. The event takes place from your computer (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). For more information and to register for the event, visit www.taonline.com/tbv-js/?p=corpgray.

Federal Job Search

Battlefield Resumes, LLC

Federal Government employment is waiting for you! We help you find a federal job, transcribe your NCOERs, OERs, and Awards into a federal résumé format, translate your military experience to job announcement KSAs and Questionnaires. We even help you apply to the job you want, answer and interpret HRs feedback, and then help with your interview preparation. Your Résumé is Our Business...Proudly Helping Patriots One Résumé at a Time. www.battlefieldresumes.com

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

Advanced Concepts and Technologies International (ACT-I) provides trusted expertise and leadership in support of domestic and international Defense, Space, Homeland Security, and Cyber/Intel communities. ACT-I provides its customers with highly trained and experienced technical staff that is responsive and ethical, enhancing the value of any project or program they support. Learn more about their career opportunities at www.act-i.com/careers.html.

Equipment Dealership

Carter Machinery has a clear vision: enable every customer to achieve their highest level of success. We demonstrate this commitment through our support of the people and equipment working in diverse industries from construction and mining to trucking and power generation. Our 20 locations across Virginia and southern West Virginia are staffed by over 1,100 top-notch professionals. As a result, we've grown to be one of the leading Caterpillar dealers in the United States. Visit <https://cartermachinerycareers.silkroad.com> for current career opportunities.

Equipment

Cleveland Brothers Equipment Company is one of the largest Caterpillar Equipment

- Dealership** dealers in the nation, serving Pennsylvania and West Virginia. With competitive compensation, affordable cost of living, proximity to big cities and outdoor adventures, Cleveland Brothers is a great place to start your next career as a CAT Technician. Visit www.ClevelandBrothers.com to see their open positions.
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- Government** The **[United States Postal Service](#)** has a long history of providing career opportunities to veterans, reservists, and their families. USPS currently employs over 113,000 Military members and Veterans, and Military service is treated as prior employment. USPS values the leadership, reliability, and high-tech skills that veterans bring to the organization. Opportunities range from administrative and technical support functions to processing and delivery operations. Visit <http://usps.com/careers>. Meet with a USPS representative at the Nov. 16th job fair in Springfield, VA.
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- Healthcare** **[Sentara Healthcare](#)** is one of the most progressive healthcare organizations in the nation, located in Virginia and North Carolina. Sentara is a Virginia Values Veterans (V3) Certified company, a participant in the Military Medics and Corpsman (MMAC) Program, and received a 2017 V3 Governor's Award. They are looking for transitioning military to fill numerous clinical, non-clinical and leadership roles. Sentara is one of the area's top military family employers. www.sentaracareers.com.
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- IT Consulting** At **[Hewlett Packard Enterprise](#)** we innovate for tomorrow. We move at the speed of thought to turn insights into solutions. And that starts with finding the brightest minds to fearlessly create and to challenge the way we think. HPE offers veterans and military spouses at all stages in their careers opportunities in a wide variety of roles including finance, HR, recruitment, operations, business planning, strategy, sales, account management, program/project management, technology and more. Visit careers.hpe.com.
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- Professional Services** **[YRCI](#)** is a veteran-owned professional services firm located in the Washington, DC metropolitan area providing Human Resources, Acquisitions, and Management/Financial Services to federal and commercial clients nationwide. YRCI has helped put thousands of people to work, been recognized as one of the top workplaces in 2015 by the Washington Post, and is one of the fastest growing government contractors. Learn more at www.yrci.com. Meet with a YRCI representative at the Nov. 16th job fair in Springfield, VA.
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- School** **[Appalachian School of Law](#)** is a quiet, rural law school located in Grundy, Virginia. ASL exists to provide opportunities to students to realize their dreams of practicing law and bettering their communities. We attract a qualified, diverse and dedicated student body. The program emphasizes professional responsibility, dispute resolution, and practice skills. ASL offers both Spring and Fall start programs. Please contact Piper Doepppe (pdoeppe@asl.edu), Veterans Outreach Coordinator for more information.
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- Transportation** **[Averitt Express](#)** has the utmost respect for members of the military and would be honored to have you join their growing team. They have regional truckload, dedicated, flatbed and local driving positions, as well as leadership opportunities in over 100 locations. Call toll-free: 1-888-321-1472 or visit www.averittsalutesyou.com. Read Averitt's article [The Value of Hiring Veterans in Transportation](#).
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- Veteran Services** **[Virginia Values Veterans](#)** (V3) Program is a Commonwealth of Virginia, Department of Veterans Services Program. V3 helps employers understand, design, and implement nationally recognized best practices in recruiting, hiring, and retaining Veterans. A V3 certification can help your company understand how Veterans can help your business, provides resources and assistance connecting with Veterans, and shares your Veteran hiring efforts across the Commonwealth. Learn more at <https://www.dvsv3.com>. A V3 representative will be at the Nov. 16th job fair in Springfield, VA.
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Hot Jobs & Opportunities

The following jobs and educational opportunities are being highlighted this month:

HOT JOBS

6K Systems has an immediate need for professional **Junior Program Analysts** to join their team in Clarksburg, WV. Individuals will support the FBI/National Instant Criminal Background Check System (NICS) Section by providing assistance in making a timely determination of a person's eligibility to possess firearms in accordance with federal law. Training and relocation assistance will be provided. For more information visit <http://6ksystems.com/careers> and search for this position.

Advanced Concepts and Technologies International (ACT-I) is hiring for these positions located in the Washington, DC Metro area:

- **SCP/FMS Mission Systems Engineering Support**
- **Subject Matter Expert (SME) II (ACURL Acquisition Specialist)**
- **Mid-level Cost and Price Analyst (Contract Pricing Support Specialist)**

Apply to these positions and more at <http://act-i.com/careers>.

Carter Machinery Company is hiring! Check out their career opportunities at <https://cartermachinerycareers.silkroad.com>.

Atlantic CommTech Corporation (ACT-Corp) is hiring for the following immediate positions at Scott AFB, Illinois:

- [Cyber Security Specialist](#)
- [Senior Network Support Technician](#)

Learn more about working at Atlantic CommTech here: www.act-corp.com/index.php/employment.

Cleveland Brothers Equipment Company has these immediate opportunities:

- [Industrial Engine Field Mechanic](#) in Bridgeport, WV
- [Hydraulic Technician](#) in Harrisburg, PA
- [Construction Equipment Shop Technician](#) in Murrysville, PA
- [Rental Equipment Field Technician](#) in Shinnston, WV

[Click here](#) to search for all their job opportunities, or contact Dave Greenawalt at (724)325-9324 x6324 or DGreenawalt@clevelandbrothers.com.

From September through November the **U.S. Postal Service** will be hiring for over 60,000 short-term positions nationwide to support the busiest shipping time of the year. Specifically the USPS will be hiring mail carriers, mail processing clerks, holiday clerk assistants, motor vehicle operators and tractor trailer operators. View all their current openings at www.usps.com/careers. A USPS representative will be at the Nov. 16th job fair in Springfield, VA.

YRCI has the following immediate openings:

- [Capture Manager](#) in Fairfax, VA
- [Junior Contract Specialist](#) in Arlington, VA
- [Senior Contract Specialist](#) in Arlington, VA
- [Senior Contract Analyst](#) in San Diego, CA

View all their openings at www.yrci.com/careers/careers.aspx. A YRCI representative will be at the Nov. 16th job fair in Springfield, VA.

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

Appalachian School of Law offers a [Litigation Certificate](#) to prepare attorneys who have an interest in the fields of criminal and civil litigation. These courses focus on topics like trial advocacy, pre-trial motions, and electronic discovery. With the county courthouse being within walking distance of the school and many of the professors still actively practicing law, there is a heavy focus on skills based teaching. Learn more about ASL at www.asl.edu.

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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