BINGHAMTON

Translating Academic Skills and Searching for Non-Academic Careers

Fleishman Center for Career and Professional Development
binghamton.edu/ccpd

Presentation

Goals:

Learn what skills employers in non-academic careers/industries seek

Learn to articulate skills in non-academic language

Learn job search resources and tips, including what to search for, how to search, documents and resources

General Skills Employers Seek

Critical Thinking/Problem Solving

Oral/Written Communication

Teamwork/Collaboration

Information Technology Application

Leadership

Professionalism/Work Ethic

Career Management

Global/Intercultural Fluency

- National Association of Colleges and Employers

Transferable PhD Skills

Project skills:
Project management
Managing budgets
Team working
Problem solving
Organizing meetings and events

Entrepreneurship:
Thought leadership
Innovation
Bidding for funding
Networking
International experience

Communication skills:
Writing
Public speaking
Languages
Stakeholder management

Knowledge and information skills:
Research
Teaching and training
Managing data and information
IT applications and programming languages
Writing reports

Steps to Identifying Relevant Skills

1. Research the new field
   - Learn the lingo
   - Understand how they measure a strong candidate
2. Review job postings
   - Identify common themes/needs
   - Pay attention to how skills are labeled

Informational Interviewing!

- Learn what other PhDs in your field are doing
- Use LinkedIn to network with people:
  - In fields of interest
  - With similar backgrounds as you
  - Who work for your dream employer
  - Who you know!
- Conduct informational interviews

Self-Reflection

Skills:

What skills do you possess?

What skills do you *want* to use?

Where/how might those skills be useful?

about the new career field?

How do your skills uniquely qualify you for the position?

Remember!

You need to demonstrate that you are TRULY interested in the position!

Resumes

You will likely need a resume, not a CV

Use Fleishman Center and Watson Career and Alumni Connections resources to rewrite your CV to meet resume expectations

- Showcase relevant skills & accomplishments
- Change language that is specific only to your PhD area of study to language that is more universal

language that iversal

Cover Letters

- Cover letters should never be more than one page
- Use Fleishman Center resources (Cover Letter Guide, walk-ins, appointments) for information and feedback
- Customize the cover letter to the employer to explain EXACTLY why you are interested in THEIR position and how you meet their needs
- No mail merges / form letters allowed!
- GET FEEDBACK!!
  - From Watson Career and Alumni Connections and/or Fleishman Center

Interviewing

Interviews tend to be shorter in non-academic environments

Avoid the biggest mistake candidates make and learn as much as you can about the employer, department and position prior to your interview!

Practice interviewing

Big Interview online software with searchable database of thousands of pre-recorded interview questions. Use your webcam to record your own answers (*access this resource through the "Career Center" tab in hireBING by Handshake*)

Watson Career and Alumni Connections and/or Fleishman Center Mock Interviews schedule through hireBING by Handshake.

Finding Opportunities

- Networking the #1 way people find jobs!
  - Via LinkedIn and in-person
- hireBING by Handshake
- Indeed.com
  - Search by keywords (skills, PhD, etc.)
  - Subtract unwanted terms (i.e. professor)
- Dice.com all tech all the time
- Association websites
  - ASME: American Society of Mechanical Engineers
  - NSPE: National Society of Professional Engineers

Sample ME PhD-Level Jobs

Senior Mechanical Engineer
Paragon Solutions

Design Engineer
Integrator Analyst
ASML

Process Project Leader
Corning

Combustion CFD Methods Specialist
Rolls-Royce

Launch Integration Specialist
SAIC

Noise & Vibration Programmer
Apple

CFD Engineer
Boston Children's Hospital

Advanced Mfg Engr
Amazon.com

This CFD Engineer will be responsible for:

Collaborating with the Principal Investigators and clinicians to develop patient-specific cardiovascular models and to use these to conduct computational fluid dynamics simulations to inform clinical decision making.

Applying strong analytical and experimental skills to support the application of computational modeling and engineering analysis to ongoing clinical challenges in our cardiac patients.

Using state-of-the-art CFD software (Fluent, SimVascular, etc.) to simulate and analyze flow through patient-specific models of cardiovascular anatomy.