Making Good Use Of Career Day for MMHers

What opportunities does Career Day present to you?

Career Day is a gathering of employment-offering industry professionals that have made a special trip to the School of Hotel Administration, at their company’s expense, to meet and actively recruit talented students from both the undergraduate and graduate programs.

We expect that graduate students will present themselves in a mature and professional manner at all times. As we all know, you never get a second chance to make a first impression.

By developing a personal Career Day strategy, you will be able to actively network and create relationships with representatives, right here in your own backyard!

How to Work a Career Fair

- Find out about the attending companies ahead of time! Start by checking the Career Management website at: http://www.hotelschool.cornell.edu/students/careers/ugrad/careerday.html
- Be prepared to market yourself; develop and practice your personal 60 second pitch.
- Bring a copy of your resume.
- Dress to impress.
- Be positive and enthusiastic. Employers have traveled long and far to be here, and the last thing that they need is a negative or demanding student standing in front of them.
- Realize that the individuals that you meet may be able to offer you valuable referrals. To maximize this opportunity you should work to increase your knowledge of different industry segments, companies, and trends.
- Be able to speak about employment expectations and skill sets.
- Gather the employer’s contact information and look to create a longer term relationship.
- Follow up—follow up—follow up.

What NOT To Do

- Don’t show up unprepared.
- Don’t ask “do you have any jobs?”—especially if you haven’t researched the company.
- Don’t present employers with your business card unless they ask for it.
- Don’t monopolize the representative’s time.
- Don’t forget to follow up.