

# SIFE 401: Career Development

#sifetc

SPONSORED BY:



# Career Resources and Preparation

#siftefc

SPONSORED BY:



# SIFE Online Career Marketplace

#sifetc

SPONSORED BY:



HOME > CAREER CONNECTIONS > CAREER MARKETPLACE

### Career Marketplace

### Career Connections Magazine

## Career Marketplace



SHARE ▾

Two of the greatest challenges in the career search process are gaining access to information and being able to connect with the decision makers at a particular company. Through the SIFE Online Career Marketplace you can overcome both of these challenges.

Learn about the history, culture and career paths offered by the companies, see open positions (often tailored to SIFE students/alumni) and directly connect with the right person within the company to take the next steps on your career journey.

To access the SIFE Online Career Marketplace you must be a registered SIFE student or alumni. If you are already registered use the link below to gain access with your username and password.

[Visit the SIFE Online Career Marketplace](#)

### Learn More

[Student Leaders](#) ▶

[Academic Leaders](#) ▶

[Business Leaders](#) ▶

### Get Involved

[Join or Start a Team](#) ▶

[Become a Corporate Partner](#) ▶

[Make a Personal Donation](#) ▶

[Alumni Opportunities](#) ▶

### Stay Connected



### SIFE USA

SIFE USA Teams: Place your order now for Free SIFE Team Recruitment Boxes! Each box contains products and high-value coupons from valued SIFE partner companies, and will be shipped to your campus at no charge. The boxes are available

# SIFE Online Career Marketplace

The screenshot shows the SIFE Online Career Marketplace website. The main content area features a 'Career Marketplace' article with a 'Like' button and a 'SHARE' button. A red circle highlights the link 'Visit the SIFE Online Career Marketplace'. A white overlay on the right side contains a 'Login' form with fields for 'Username' and 'Password', a 'Login' button, and a link for 'Forgot your username or password?'. To the right of the login form is a 'Register' section with the text 'I am a SIFE:' followed by a list of options: 'Student', 'Faculty', and 'Alumni'. Below the list is a link 'How do I get involved with SIFE?'. The website header includes the SIFE logo and the tagline 'A head for business. A heart for the world.™'. The navigation menu includes 'Home', 'About SIFE USA', 'Program Information', 'Competitions', and 'Student Awards & Scholarships'. The footer of the overlay contains the text 'SPONSORED BY:' followed by the Walgreens logo.

**Login**

Username

Password

**Login**

[Forgot your username or password?](#)

**Register**

I am a SIFE:

- Student
- Faculty
- Alumni

[How do I get involved with SIFE?](#)

**Visit the SIFE Online Career Marketplace**

SPONSORED BY:

# SIFE Online Career Marketplace

**SIFE** A head for business. A heart for the world.™

Welcome [usastudent@sife.org](mailto:usastudent@sife.org) | Logout  
[Back to Member area](#)

Home About SIFE Our Network Programs & Competitions Success Stories Get Invo

**SIFE Members Only**

- My Information
- My Team
- General Information
- SIFE Resources
- Competition Information
- Honors, Awards and Scholarships Information
- Career Connections**
  - Online Career Marketplace
  - Career Connection
  - Magazines

SIFE > My SIFE > Career Connections > Online Career Marketplace

## Online Career Marketplace

\*\*\*\*\*NEW FOR 2011\*\*\*\*\*

Click [here](#) for the full sortable listing of current career opportunities with SIFE USA Partner Companies.

Two of the greatest challenges in the career search process are gaining access to information and being able to connect with the decision makers at a particular company.

The SIFE Online Career Marketplace serves as your direct connection to the SIFE partner companies and recruiters who are most actively recruiting SIFE students. Through this site you can learn about internships, part-time, and full-time career opportunities.

As you scroll through the business cards below, you have three options:

**View company profile or job openings:** the "More Information..." link will take you directly to the SIFE partner companies profile or a list of job descriptions.

**Send an email request:** this is your direct connection to key decision makers within SIFE partner companies. You can send your resume, ask questions or seek out additional information by sending a personal email.

PLEASE NOTE: emails sent through this site first come to SIFE World Headquarters for verification of your status as a SIFE student/alumni and are then forwarded on to the company.

More Information...  
Web Site

Nicole Polarek  
Assoc. Director  
Organization Development  
[Send Email Request](#)

More Information...  
Web Site

Maura Quinn  
University Relations  
Program Manager  
[Send Email Request](#)

More Information...  
Web Site

Alicia Brown  
College Recruiter  
[Send Email Request](#)

SPONSORED BY:

#sifetc

# SIFE Online Career Marketplace

Want a quick and easy way to see the career opportunities available to SIFE students? The sortable listing is your answer. Just save a copy and sort by industry, full time and internship opportunities, location and more.

#sifetc

**SIFE** A head for business. A heart for the world.™

Welcome [usastudent@sife.org](mailto:usastudent@sife.org) | [Logout](#)  
[Back to Member area](#)

Home About SIFE Our Network Programs & Competitions Success Stories Get Involved

**SIFE Members Only**

- My Information
- My Team
- General Information
- SIFE Resources
- Competition Information
- Honors, Awards and Scholarships Information
- **Career Connections**
  - Online Career Marketplace
  - Career Connection
  - Magazines

SIFE > My SIFE > Career Connections > Online Career Marketplace

### Online Career Marketplace

\*\*\*\*\*NEW FOR 2011\*\*\*\*\*

Click [here](#) for the full sortable listing of current career opportunities with SIFE USA Partner Companies.

Two of the greatest challenges in the career search process are gaining access to information and being able to connect with the decision makers at a particular company.

The SIFE Online Career Marketplace serves as your direct connection to the SIFE partner companies and recruiters who are most actively recruiting SIFE students. Through this site you can learn about internships, part-time, and full-time career opportunities.

As you scroll through the business cards below, you have three options:

**View company profile or job openings:** the "More Information..." link will take you directly to the SIFE partner companies profile or a list of job descriptions.

**Send an email request:** this is your direct connection to key decision makers within SIFE partner companies. You can send your resume, ask questions or seek out additional information by sending a personal email.

PLEASE NOTE: emails sent through this site first come to SIFE World Headquarters for verification of your status as a SIFE student/alumni and are then forwarded on to the company.

SPONSORED BY:



# Best Practice Guides

#sifetc

SPONSORED BY:



# Best Practice Guides

- Business Advisory Boards
- Career Development
- Faculty Advisor
- Financial Management
- Institutional Support
- Leadership
- Media
- Student Recruitment
- Team Success
- Utilizing SIFE Alumni

**#sifetc**

SPONSORED BY:



HOME > PROGRAM INFORMATION > TEAM TRAINING & RESOURCES

**Project Examples**

**Project Partnerships**

**Team Training & Resources**

**Team & Supporter Awards**

**Team Training & Resources**

[Like](#) [SHARE](#)

**Handbook & Guides**

- [SIFE Team Handbook](#)
- [SIFE USA Competition, Awards & Scholarships Guide](#)
- [SIFE Brand & Style Guide](#)

**Competition Reference Materials**

- [Introduction to the SIFE Judging Criterion](#)
- [Judge Reference Guide](#)
- [Judge Training Video](#)
- [Sample Team Evaluation & Cumulative Score Sheet](#)

**Best Practice Guides**

- [Business Advisory Board](#)
- [Career Development](#)
- [Faculty Advisor](#)
- [Financial Management](#)
- [Institutional Support](#)
- [Leadership](#)
- [Media](#)
- [Team Succession Planning](#)
- [Utilizing SIFE Alumni](#)



**Learn More**

- [Student Leaders](#)
- [Academic Leaders](#)
- [Business Leaders](#)

**Get Involved**

- [Join or Start a Team](#)
- [Become a Corporate Partner](#)
- [Make a Personal Donation](#)
- [Alumni Opportunities](#)

**Stay Connected**



**SIFE USA**

SIFE USA Teams: Place your order now for Free SIFE Team Recruitment Boxes! Each box contains products and high-value coupons from valued SIFE partner companies, and will be shipped to your campus at no charge. The boxes are available

# Career Fair Tips

#sifetc

SPONSORED BY:



# Career Fair Tips

- Do your research
- Dress appropriately
- Know your “elevator pitch”
- Ask intelligent questions
- What can *you* offer them?
- Bring your résumé!
- Good handshake
- ***Follow up***

#sifetc

SPONSORED BY:



# Career Fair Tips

Interested in a specific industry?

*Retail, Business Services or CPG?*

*ASK: “How much do I know about a specific industry?”*

**Do the homework and start researching!!**

#sifetc

SPONSORED BY:



# Retail Industry

## Common Entry-Level Positions

- Store Associate
- Customer Service Representative
- Sales Manager Trainee
- Merchandiser Trainee (sometimes referred to as Buyer Trainee)
- Human Resource Generalist
- Marketing Associate

## Tips

- Go beyond what positions are assumed
- Research career paths available

**#sifetc**

SPONSORED BY:



# CPG Industry

## Common Entry-Level Positions

- Retail Business Manager
- Category Analysts
- Sales Analysts
- Territory Manager
- Sales Representative
- Sales Management Programs

#sifetc

SPONSORED BY:



# Business Services Industry

## Common Entry-Level Positions

- Accountant
- Retail Merchandiser
- Management Training Programs
- Sales Representatives
- Customer Service
- Financial Representative / Advisor

SPONSORED BY:



# Strategy to Success:

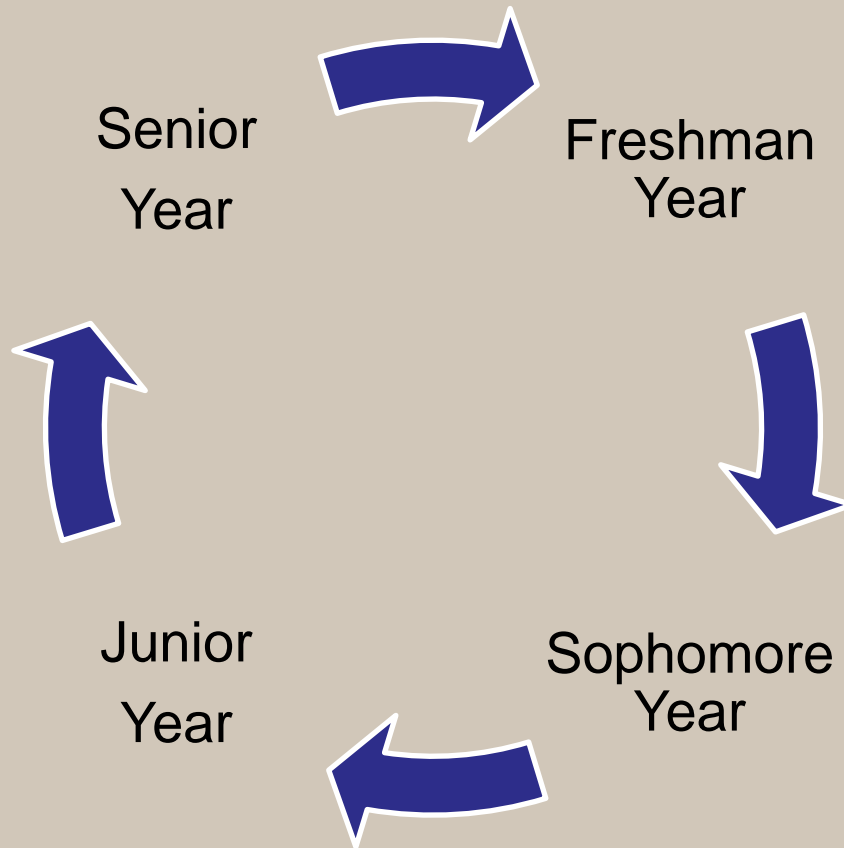
## *From Freshman to Senior Year*

#sifetc

SPONSORED BY:



# Your Strategy to Success



SPONSORED BY:



# Your Strategy to Success Freshman Year

- **Research** – Do your homework.
- **Interview** – Ask questions, schedule informational interviews.
- **Job Shadow** – Experience “a day in the life”.
- **Create Your Résumé** – It’s not too early.

#sifetc

SPONSORED BY:



# Your Strategy to Success

## Sophomore Year

- **Research** – Do your homework.
- **Narrow Your Focus** – What are your top 2-3 areas of interest?
- **Attend Career Fairs** – Go with a plan.
- **Apply for Internships/Co-Ops** – Get the high-level inside look.

#sifetc

SPONSORED BY:



# Your Strategy to Success Junior Year

- **Research** – Do your homework.
- **Industry Focus** – Top 1-2 areas of interest?
- **Attend Career Fairs** – Go with a plan. Land your 2<sup>nd</sup> internship/co-op. Plan for graduation!
- **Prepare for Interviews** – Practice! Know some of the basic questions and be able to give real-life examples.

#sifetc

SPONSORED BY:



# Your Strategy to Success Senior Year

- **Industry LASER Focus**
- **Internship** – Did you complete 1-2?
- **Attend Career Fairs** – Go with a plan. Use this as a follow-up tool. Meet the recruiters, establish rapport, and ask questions.

**\*NOTE: It's NOT about the free stuff!!**

**#sifetc**

SPONSORED BY:






# Your Digital Presence

#sifetc

SPONSORED BY:



# Your Digital Presence

- What does your digital presence say about you?
- Online profiles can be viewed by colleagues, clients, future employers, business associates and partners.
- Popular Social Media Platforms:
  - Facebook 
  - LinkedIn 
  - Twitter 

#sifetc

SPONSORED BY:



# Your Digital Presence

## LinkedIn: Basic Statistics

- LinkedIn has over 200 million members in over 200 countries.
- A new member joins LinkedIn approximately every second, and about half of their members are outside the U.S.
- Executives from all Fortune 500 companies are LinkedIn members.



#sifetc

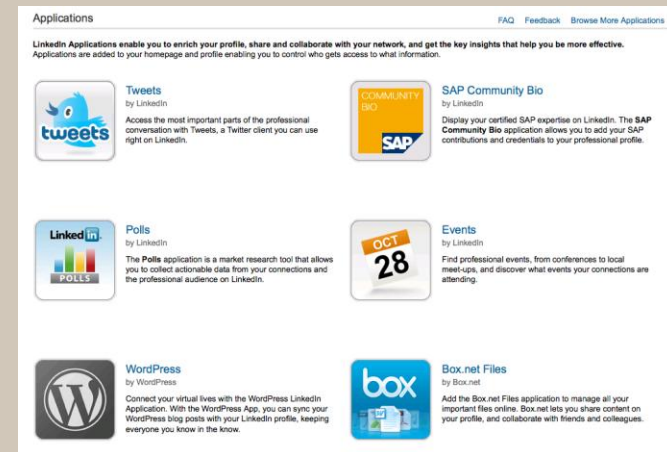
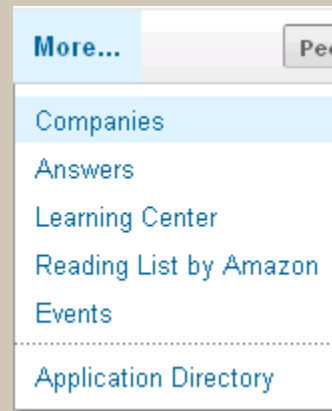
# LinkedIn

SPONSORED BY:



# Your Digital Presence

- Create a *complete* profile, uploading your résumé, samples of work (Box.net, SlideShare apps), connect it with your blog, and more!
- Connect with peers, coworkers, faculty and professional colleagues
- Join and participate in Groups, LinkedIn Answers, Reading List by Amazon, etc.
- Use it for research when pursuing career opportunities. Keep your network informed!

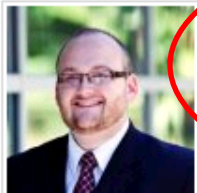


#sifetc

SPONSORED BY:



A Master's for Branding - Get a Media Design MFA, & Focus on Brand Strategy. Request Free Info Now! From: Full Sail University



# Kirk Baumann

Director of Career Connections | Recruiting advocate prepping next gen talent | Social media fanatic | Career Blogger  
Springfield, Missouri Area | Human Resources

Share profile Edit profile

Ask for recommendations  
Create your profile in another language

**Kirk Baumann** Reading this? If so, thank a teacher! Check out this week's post: <http://bit.ly/psLXjm> --> Also, check out the Job Search Success Guide!

37 minutes ago • Like • Comment • See all activity

- Current** Director of Career Connections at SIFE
- Past** Development Director, SIFE USA at SIFE (Students in Free Enterprise)  
Campus Relations at Wal-Mart Stores, Inc.  
Sales Associate at Radio Shack

**Education** Southeastern Oklahoma State University  
Carl Albert State College

**Recommendations** 7 people have recommended Kirk

**Connections** 500+ connections

**Websites** Company Website

Search Me

My Blog - Campus to Career

**Twitter** kbaumann

**Public Profile** <http://www.linkedin.com/in/kbaumann>

Share

PDF

Print

### Ads by LinkedIn Members



**Find A Great Job Now**  
Find Out Who's Hiring- Search TheLadders.com Now



**NonProfits & Fundraising**  
What Science Can Teach You About Fundraising, Marketing & Social Change



**Turn Leads into Customers**  
ResponseLogix quickly engages every lead with a multi-vehicle price quote.

### Kirk's Activity

edit

**Kirk Baumann** Reading this? If so, thank a teacher! Check out this week's post: <http://bit.ly/psLXjm> --> Also, check out the Job Search Success Guide!

37 minutes ago • Like • Comment

**Kirk Baumann** 12 Attitudes of Successful Career Changers <http://bit.ly/bkZuWp> via @mikesipplejr #jobadvice

2 hours ago • Like • Comment

**Kirk Baumann** 45% of Companies Use Twitter to Find Talent [INFOGRAPHIC] <http://bit.ly/qJ00d1> --> 85% use LinkedIn. Profiles complete? #jobadvice

4 hours ago • Like • Comment

### Summary

Passionate recruiting advocate preparing the next generation of talent for the career of their dreams. Social media enthusiast who loves technology and how it's connecting people in ways like never before. Currently serves as Director of Career Connections for SIFE (Students in Free

## Specialties

Relationship Management, Human Resources, Non-Profits, College & Experienced Recruiting, Brand Awareness, Media Communication, Social Media, & Career Services/Development.

## Skills

College Recruiting

Social Media

Strategic Planning

Career Development

## Experience

### Director of Career Connections

SIFE 

Nonprofit; Nonprofit Organization Management industry  
June 2008 – Present (3 years 3 months)

Currently serve as the SIFE Director of Career Connections, managing the SIFE Career Connections Network and Career Connections Advisory Council and serving as a Recruitment Specialist for key partners. Through the creation of strategic and targeted action plans, assist partners to achieve their recruitment goals through SIFE and serve as a catalyst for business and academic development.

Kirk has 3 recommendations (2 co-workers, 1 partner) including:

 Cynthia Billington, CPRW, CPCC, Associate Director, Texas A&M University

 Scott Morreale, Senior Regional Trainer, Finish Line

### Development Director, SIFE USA

SIFE (Students in Free Enterprise) 

Nonprofit; Nonprofit Organization Management industry  
August 2006 – June 2008 (1 year 11 months)

Served as the SIFE Development Director for the Northeast U.S., working with 49 of SIFE's valued partner companies to help create purposeful engagement between the business community and higher education in addition to the recruitment & retention of SIFE students. Managed \$1.2 million in renewals, new funds, and current support.

Kirk has 2 recommendations (1 manager, 1 co-worker) including:

 Jose I. Socorro, Evangel SIFE "Let's Can Hunger" Project Director, Evangel University

 Randy Cox, Manager, Campus Relations, Wal-Mart Stores, Inc.

### Campus Relations

Wal-Mart Stores, Inc. 

Public Company; WMT; Retail industry  
March 2005 – July 2006 (1 year 5 months)

Assisted Recruitment Manager with applicant tracking reports, new hire database, and Walmart/Sam's Club Home Office & field recruitment. Served as SIFE liaison, securing over 200 internships for SIFE students. SIFE is a national organization that provides

#college

22 hours ago • Like • Comment

**Kirk Baumann** Students: Don't Annoy Your Professors  
<http://bit.ly/nVeKfX> via [@profkrg](#) [#advice](#) [#college](#)

1 day ago • Like • Comment

**Kirk Baumann** Have you read SIFE Career Connections' interview with [#Forbes](#) 4th Most Powerful Woman, Indra Nooyi, CEO of [@PepsiCo](#)? <http://bit.ly/dNtgqc>

1 day ago • Like • Comment

**Kirk Baumann** Mindsets of the Class of 2015:  
<http://bit.ly/nFov98> --> Ferris Bueller could be their father? Well, now I feel old...

1 day ago • Like • Comment

**Kirk Baumann** RT [@SIFEUSA](#): Rcvd a few intern testimonials - thx! What was your [#1](#) takeaway from your internship? Email [careerconnections@sife.org](mailto:careerconnections@sife.org).

1 day ago • Like • Comment

**Kirk Baumann** Reading This? Thank a Teacher!  
<http://bit.ly/psLXjm> [#literacy](#)

1 day ago • Like • Comment

**Kirk Baumann** Students - have you read this? Career Services: Gaining Value for FREE (pt 1) <http://bit.ly/dz5B8i> [#jobadvice](#) [#college](#)

1 day ago • Like • Comment

[See more Activity](#) >

**Note:** Did you know you can let your connections view your connections list? [Learn More](#)

### Kirk Recommends (7)

**Scott Morreale**, Senior Regional Trainer, Finish Line

“ Scott is a passionate individual who applies 100%...

**Kaye-Leigh Collins, CIR**, Information Systems Campus Recruiter, Wal-Mart Stores, Inc.

“ Kaye-Leigh gives 100% effort in everything she...

**Julia Sanchez**, Management Recruiter, Wal-Mart Stores, Inc.

“ I had the pleasure of working with Julia while at...

IM: kirk\_baumann (Skype)

Reading List by Amazon

## ReadingList by amazon



### From Bud to Boss: Secrets to a Successful Transition to Remarkable Leadership

by Kevin Eikenberry, Guy Harris

[See this book on Amazon »](#)

Kirk has read this book

**Comment:** "Review is posted at [www.campus-to-career.com](http://www.campus-to-career.com). Search "Read Any Good Books Lately?""



### Be Great: The Five Foundations of an Extraordinary Life

by Peter H. Thomas

[See this book on Amazon »](#)

Kirk has read this book

 **Recommended**

**Comment:** "Read this book in a few days, then gave it to my sister as part of her college graduation gift. ..."

[Read more »](#)

[See all books on Kirk's list \(16\)](#)

[Update your list](#)

SlideShare Presentations



### Make Networking Work - Summer 2011

3 months ago



### Make Social Media Work FOR You

4 months ago

[More from your industry](#) | [More from connections](#) | [Customize this?](#)



**PRO** [Track social media buzz. Go Pro »](#)

# Join SIFE USA on LinkedIn

**LinkedIn** Account Type: Basic Kirk Baumann Add Connections

Home Profile Contacts Groups Jobs Inbox 39 Companies News More  Search...

## SIFE USA

Discussions Members Search Manage More... Share group

SIFE was originally founded in the United States in 1975 and since that time has expanded to become the premier business and higher education network with operations in 40 countries around the world. SIFE USA is organized as a division of the SIFE World Headquarters and is responsible for operating the program in the United States. With more than 600 active universities and more than 19,000 student participants, SIFE USA represents the single largest SIFE country operation.

For all job-related comments and postings, please contact Kirk Baumann, Director of Career Connections (kbaumann@sife.org). Any jobs posted in this group will be removed. All career opportunities for SIFE students and alumni are posted on the Online Career Marketplace at [www.sife.org](http://www.sife.org) (logged in portion).

<http://www.facebook.com/sifeusa>  
<http://www.twitter.com/sifeusa>  
<http://www.youtube.com/sifeunitedstates>

### Group Members in Your Network

- Breanna Huls**  
Tax Intern at The Schwan Food Company  
[1st](#)
- Kristen Honeycutt**  
Quality/M&P/Process Manager at AT&T  
[1st](#)
- Chelsea Hubbell**  
Director of Marketing and Public Relations at Flagler College Student In Free Enterprise  
[1st](#)
- Vinicius Degodoy**  
Logistics Summer Intern at Walmart  
[1st](#)

### About this Group

**Created:** April 27, 2010  
**Type:** Networking Group  
**Members:** 795  
**Subgroups:** 1

**Owner:** [Brett Sinn](#)  
**Managers:** [Kirk Baumann](#), [Mat Burton](#) and [Donna Barton](#)

**Website:** <http://www.sife.org>

### Similar Groups

- UW Stout Career Services**  
Members: 594  
[Join](#)
- Center for Career Opportunities, Purdue University**  
Members: 520  
[Join](#)
- Villanova University Group**  
Members: 368  
[Join](#)

[See more >](#)

#sifetc

SPONSORED BY:



# Additional Questions?

Kirk Baumann

Director of Career Connections

[kbaumann@sife.org](mailto:kbaumann@sife.org)

<http://linkedin.com/in/kbaumann>

@kbaumann

Angie Sinclair

Recruitment Manager

[asinclair@sife.org](mailto:asinclair@sife.org)

#sifetc

SPONSORED BY:

