

how **2** guide: Career Fair Success: Questions to Ask Employers

Attending a job fair gives you something a job board or website can't – personal interaction with a recruiter. The reality, however, is that recruiters may see hundreds of applicants over the course of the event. Therefore, your goal is to make a good impression on the recruiter. Here is a list of insightful and engaging questions you can ask recruiters at job fairs.

COMPANY HIRING NEEDS

- What kind of entry level positions (or internships) exist within your organization?
- What types of skills are the most important for success in this role and within your organization?
- What types of experiences are most valuable to you? (i.e., internships, volunteering, projects, research, leadership, etc.)

KEY COMPANY INFORMATION

- Where does this position fit in the overall organizational structure of the company?
- What type of formal or on-going training does your organization offer?
- What makes you different than other companies in your industry?
- Does your company use LinkedIn to find candidates?
- Does your company hire on a continual basis or just at certain times of the year?
- Can you describe the hiring and interviewing process for this type of position within your company?

CAREER/JOB SEARCH PLANNING

- What are the primary results a person in this position would be expected to achieve?
- What is a typical career path for someone in this position?
- Can you describe the corporate culture?
- How does the company measure performance?
- Is relocation/travel required for this position?
- What is your timeline for filling this position?
- What is the best way to apply with your firm?
- What is your top piece of advice for a student interested in eventually working for your company?
- In addition to my obtaining my degree, what else do you recommend I do to be competitive for your organization in the future?
- Do you have any other advice about how I can ensure my resume will stand out when applying to your organization?

RECRUITER INFORMATION

- How long have you been with the company?
- What is your favorite part about working at your company? What is your least favorite?
- What surprised you the most about your company?

END OF CONVERSATION & FOLLOW-UP

- Can I leave you my resume?
- Do you have a business card?
- May I follow up with you if I have additional questions?
- How should I contact you if I would like to follow up with you?