



I DARE You to Say YES!

Tips to Successfully Search for Your First IT Job

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Agenda

- What to Expect in this Session
- My Qualifications as a Mentor
- 5 Critical Times to Say Yes
- Your Action Plan

What to Expect

- Practical tips for finding the right first tech job in a post-COVID world
- Sharing of experiences from both hiring and advising new college graduates
- Strategies to embrace this challenging environment and find your first job in the tech industry

Qualifications as a Mentor

- Vice President, Strategic Programs for Dev Technology Group, Inc, Reston, Virginia
- 30+ years in the IT field
- Role is usually as the “translator” between the client and the technical team
- Huge proponent of the concept of “servant leadership”
- Prior Dev Technology, multiple roles at HP Enterprise Services (formerly EDS)
- B.A. in Economics and Government, from the College of William and Mary
- Certifications:
 - Project Management Professional (PMP)
 - Agile Certified Practitioner (ACP)
 - Certified Scrum Master (CSM)
 - ITIL Foundations



Qualifications as a Mentor

- Mom to Campbell (Class of 2020 College Graduate) and Casey (Class of 2020 High School Graduate)
- Involved Mom – 15-year PTA volunteer, serving as both President and Treasurer for multiple school PTA organizations
- Engaged Mom – Cross Country/Track Team Parent, Sunday School Teacher, Little League Bench Coach, Girl Scout Leader, Boy Scout volunteer
- Hostess Mom – Fridge is always full, house is usually messy, kids are always encouraged
- I enjoy my kids' friends!



5 Critical Times to Say Yes

- Say YES to Promoting Yourself
- Say YES to Asking for Help
- Say YES to Feeling Uncomfortable
- Say YES to Saying No
- Say YES to Jumping In

Say YES to Promoting Yourself

Goal: Do everything you can to create a positive impression everywhere—you never know where a potential job could come from.

- Be your biggest cheerleader
- Create/strengthen a LinkedIn Profile
- Know your social media posts will be viewed
- Realize resumes DO matter

Say YES to Asking for Help

Goal: Ask anyone and everyone about potential jobs!

- Ask for referrals
- Ask that your resume be circulated
- Ask for help to role play for a mock interview
- Ask for advice on how to have an effective Zoom interview
- Leverage your contacts – and those of your parents, friends, neighbors, relatives, everyone!

DARE TO...

Say YES to Feeling Uncomfortable

Goal: Embrace the discomfort of interviewing!

- No one likes to interview
- Dare to say yes to every interview
- An interview for one position could lead to a referral to another position
- Be prepared – physically and mentally
- Follow up – it's important

Say YES to Saying No

Goal: Find the “right” first job

Consider each job offer carefully:

- Did you feel a connection with the people you met?
- Are you excited about the work you will be doing?
- Does the job align to what you are looking for?
- Does it feel “right”?

- Walk away if the answer to any of these questions is no.
- Do not feel like you are settling
- Do not talk yourself into something

Say YES to Jumping In

Goal: Embrace the new position!

- Learn all that you can.
- Ask questions –it is okay and expected!
- Attend the corporate functions and get to know the people on your team.
- Figure out how to keep the technical skills that got you the job current and invest in yourself.
- Offer to help where you can.
- Do your job with as much energy as you put into finding the job.

DARE TO...

Make Your Action Plan

- Dare to: Brand yourself!
- Dare to: Start a list of people to ask for help!
- Dare to: Master the art of interviewing!
- Dare to: Hold out for the right job offer, not the first job offer!
- Dare to: Be a model employee!



Thank You

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