This is module 2 of a 4 module series.

You may view any module at any time between now and May.

It is best to complete the modules and all related work PRIOR to the August 21 on campus job search orientation.
By the end of Module 2 you should be able to:

1. Identify 5 to 10 top-choice employers and types of positions you will seek (include lesser known employers on your list)

2. Articulate how you plan to develop your skills to meet job requirements

3. Create a timeline for your job search
Cornell alumni are employed throughout the world!

Above are two excellent resources for you to begin your research on the companies in which Cornellians work, and to begin to learn about specific job responsibilities.

The following slides will help get you started!
Review the Postgrad reports by clicking the link above and find out where Cornell students go after graduation.

Review company names, job titles, location, salary statistics and grad school programs.
This is a snapshot of the ECE report.

Within each major, reports are separated by domestic and international students. When you click into a report, you may scroll down to view the list of employers who have hired international students.

<table>
<thead>
<tr>
<th>Employment</th>
<th>Job Title</th>
<th>Emp City</th>
<th>Emp State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accenture</td>
<td>Technology Consultant Analyst</td>
<td>Metropolitan Los Angeles</td>
<td>CA</td>
</tr>
<tr>
<td>Apple</td>
<td>Hardware Engineer</td>
<td>Cupertino</td>
<td>CA</td>
</tr>
<tr>
<td>Bose Corporation</td>
<td>Software Engineer</td>
<td>Metropolitan Boston</td>
<td>NY</td>
</tr>
<tr>
<td>Designs for Vision</td>
<td>Hardware Design Engineer</td>
<td>Ronkonkoma</td>
<td>NY</td>
</tr>
<tr>
<td>Eridan Communications</td>
<td>Electrical Engineer: RF Test Engineer</td>
<td>San Francisco Bay Area</td>
<td>CA</td>
</tr>
<tr>
<td>Fitbit</td>
<td>Firmware Engineer</td>
<td>San Francisco Bay Area</td>
<td>CA</td>
</tr>
<tr>
<td>Graph/SQL</td>
<td>Software Engineer</td>
<td>San Francisco Bay Area</td>
<td>CA</td>
</tr>
<tr>
<td>IBM</td>
<td>Development Engineer</td>
<td>Poughkeepsie</td>
<td>NY</td>
</tr>
<tr>
<td>John Hopkins University</td>
<td>Logic Design Engineer</td>
<td>Austin</td>
<td>TX</td>
</tr>
<tr>
<td>Leidos</td>
<td>Software Developer</td>
<td>Metropolitan Baltimore</td>
<td>MD</td>
</tr>
<tr>
<td>Moraki</td>
<td>Member of Technical Staff</td>
<td>San Francisco Bay Area</td>
<td>CA</td>
</tr>
<tr>
<td>NVIDIA Corporation</td>
<td>Communications Engineer</td>
<td>Metropolitan Boston</td>
<td>NOT REP.</td>
</tr>
<tr>
<td>Olin</td>
<td>Electrical Engineer</td>
<td>Metropolitan Boston</td>
<td>NOT REP.</td>
</tr>
<tr>
<td>Meroma Solutions</td>
<td>FPGA Engineer</td>
<td>Metropolitan Chicago</td>
<td>IL</td>
</tr>
</tbody>
</table>
Follow these slides to learn how to search for people with whom you may want to connect.

Begin to create your LinkedIn profile TODAY!
LinkedIn

Career insights of 5,003 alumni

Start year 1910 to 2017

Where they live
- 5,421 • United States
- 867 • Greater New York City Area
- 569 • San Francisco Bay Area

Where they work
- 228 • Cornell University
- 89 • Lockheed Martin
- 50 • Boeing

What they do
- 1,014 • Engineering
- 1,041 • Business Development
- 86 • Education

Filter your search by entering keywords in the text box. If you want to view profiles of alumni who graduated with your degree, search by your major.

Cornell Engineering
You want to use LinkedIn to connect with individuals in your field of interest.

For example, you are interested in consulting and you found an alum who works at Accenture – you could send them a message via LinkedIn asking if they would be willing to talk to you about their experience at Accenture (informational interviews) – this will help you build your knowledge about the industry and the skills and qualifications needed.

DO NOT reach out to Cornell alumni and say that you are interested in Accenture and ask if they can help you find a job there. Review the “Professional Correspondence” guidelines posted on the Engineering Career website under: Students- Job & Internship Search Resources- Professional Correspondence with Employers & Alumni before reaching out.
What Are Employers Looking For From Someone With My Degree?

1. Buzzfile
2. Handshake

There are two excellent resources to learn about what specific employers are looking for.

NOTE: Handshake is covered in depth in Module 3; it will be necessary for you to use Handshake to take part in on-campus recruiting and to learn about many career events and resources designed to assist you with a successful job search.
Buzzfile is a free resource, but in order to use some of the filtering features, you need to create an account using your Cornell email address.
Two excellent resources to find employers in a particular industry are Hoover’s Online and Vault.

The following slides will help get you started!
Hoover’s Online provides comprehensive company profiles which contain company overviews and information on growth and forecasts.

Build A List Feature: use to filter for companies meeting criteria such as industry, size, sales, location, IPO date and more...
### Competitors List

**feature:** use to identify similar companies of interest.

For this search, 19 competitors are listed, including 3 top competitors (in bold).

Great way to identify similar, but perhaps lesser known companies.

<table>
<thead>
<tr>
<th>Company</th>
<th>Gross Revenue</th>
<th>Net Profit Margin</th>
<th>Net Operating Cash Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alibaba</td>
<td>$79,431M</td>
<td>1.0%</td>
<td>$11,920.00M</td>
</tr>
<tr>
<td>Amazon</td>
<td>$107,004.00M</td>
<td>1.60%</td>
<td>$11,920.00M</td>
</tr>
<tr>
<td>AT&amp;T (Top Competitor)</td>
<td>$55,272.00M</td>
<td>0.80%</td>
<td>$4,007.00M</td>
</tr>
<tr>
<td>Apple Inc.</td>
<td>$232,715.00M</td>
<td>22.27%</td>
<td>$81,265.00M</td>
</tr>
<tr>
<td>Ask.com</td>
<td>$148,155M</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Baidu</td>
<td>$111,271.00M</td>
<td>(7.42%)</td>
<td>$10,498.00M</td>
</tr>
<tr>
<td>JD.com</td>
<td>$500,076.00M</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>LinkedIn</td>
<td>$2,089M</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>Weibo</td>
<td>$9,600.00M</td>
<td>--</td>
<td>--</td>
</tr>
</tbody>
</table>
Hoover's Online

- Use search box and "industries" filter to identify top employers in your field of interest.

Start typing in industry name and options will populate below.

You can view the top companies in the industry (based on sales), and/or all companies in the industry.
Access resources to explore over 100 industries and professions including alternative energy, biotechnology, chemicals, engineering, pharmaceuticals, utilities, and more!
Review the downloadable VAULT Guides to broaden your knowledge on a myriad of topics including consulting, law, finance, interviewing, graduate schools & top employers.

Click on Career Insider (powered by Vault) and create a free account using your Cornell email address.

Vault can help you with resumes, cover letters, interviewing, networking, and more. It also has a job board where you can search for current openings.
How Can I Find International Employers Or Those That Sponsor Visas?

1. Goinglobal
2. Uniworld
3. Myvisajobs.com
4. Cornell’s International Student Job Database

Spending time with these resources can help you in a successful job search.
Since this resource requires a subscription, you must log in with a Cornell IP address in order to use the JGSM account.
47 USA/Canada City Career Guides (city overview, cost of living, job search resources, industry and employment trends, top companies, H-1B Visa companies, and more!)
### Employer Directory

Your desired company profiles and key contact information for leading in-country and multinational employers with local operations in most countries.

- Utilize geographic filters for searching, recruiting, and job leads.
- Qualify your employer highlights, complete descriptions, interns, and key contacts.
- Use NAICS codes to search for companies in your focus area.

#### Jobs

Cornell's career search database is updated daily and contains 1.5 million+ employment opportunities that can be searched in both English and the local language. Find jobs and contract positions with corporate, federal, and private organizations at all levels and specialties, all countries, and more places.

<table>
<thead>
<tr>
<th>Location</th>
<th>Industry</th>
<th>NAICS Code</th>
<th>Search Code</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Keywords**
  - Enter your keywords to search for jobs.

- **Occupation**
  - Choose your occupation.

- **Country**
  - Select your country.

- **City**
  - Enter your city.

- **Advanced Search**
  - Click to search.

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**Cornell Engineering**
Genzyme Corporation
500 Kendall St, Cambridge, Massachusetts, US-02142-1108, United States
Head of Operations: David Meeker, CFO: Philippe Sauvage, HR: David Ford
Website: https://www.ensemblegenzyme.com, Email: information@ensemblegenzyme.com
Tel: (617) 252-7500, Fax: (617) 252-7600
Emp: 1,200,000, Rev (mil): $579,000, Career Poutings: Yes
Division Of: Sanofi SA
NAICS: 541711, 541380, 339112, 325414, 325413, 325412, 325411, 541712
Ownership: Private
Mr: healthcare products for rare diseases, multiple sclerosis, immunology and oncology.

Foreign Subsidiaries (partial list): 50+

Genzyme - Guimatt, Baar, CH-8304, Switzerland
Type of Subsidiary: Branch Office, Tel: 41-41-727-0620, Fax: 41-41-727-0029, Website: https://www.sanofi.com
Operations: David Meeker
Genzyme - ul. Bonafostroza 17, Warsaw, PL-00-205, Poland
Type of Subsidiary: Branch Office, Tel: 48-22-246-0900, Fax: 48-22-246-0920, Website: https://www.sanofi.com
Operations: David Meeker
Genzyme - Evropska 546, 1764, Prague 6, CZ-160 00, Czech Republic
Type of Subsidiary: Branch Office, Tel: 420-23-308-6111, Fax: 420-23-308-6222, Website: http://www.sanofi.com
Operations: David Meeker
Genzyme - Empreendimentos na 844, 7-F, Porto, Como, 87571534, Portugal
Type of Subsidiary: Branch Office, Tel: 351-21-422-0100, Fax: 351-21-422-0110, Website: https://www.sanofi.com
Head of Operations: David Meeker

- Database that includes a list of companies that have branches both in the U.S. and abroad.
- Covers 200+ countries and 20,000 industries.
- Find contact information for HQs, branches, subsidiaries, and affiliates of multinational firms.
MyVisaJobs.com

- **H1B Visa information**: enter employer name to see if company of interest has filed applications for visas and green cards.

  ![Employer search form](image)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Facebook, Inc.</td>
<td>95/2959</td>
<td>54/140/1</td>
</tr>
<tr>
<td>2</td>
<td>Facebook Services, Inc.</td>
<td>0/1</td>
<td>0/19</td>
</tr>
<tr>
<td>3</td>
<td>Facebook Hawaii, Inc.</td>
<td>0/1</td>
<td>-</td>
</tr>
<tr>
<td>4</td>
<td>The Facebook</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>5</td>
<td>Facebook措施, Inc.</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>
Before U.S. employers can file H1B visa petitions, a Labor Condition Application (LCA) must be filed with the Department of Labor demonstrating the employer is paying the required wage for the position in the geographic region where the job is located.
2017 H1B Report: view top 100 H1B visa sponsors.

<table>
<thead>
<tr>
<th>Rank</th>
<th>H1B Visa Sponsor</th>
<th>Number of LCAs</th>
<th>Average Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Infosys</td>
<td>25,403</td>
<td>$81,705</td>
</tr>
<tr>
<td>2</td>
<td>Capgemini</td>
<td>17,479</td>
<td>$93,213</td>
</tr>
<tr>
<td>3</td>
<td>Tata Consultancy Services</td>
<td>12,124</td>
<td>$76,099</td>
</tr>
<tr>
<td>4</td>
<td>IBM</td>
<td>12,381</td>
<td>$77,378</td>
</tr>
<tr>
<td>5</td>
<td>Wipro</td>
<td>10,697</td>
<td>$72,729</td>
</tr>
<tr>
<td>6</td>
<td>Accenture</td>
<td>9,420</td>
<td>$81,385</td>
</tr>
<tr>
<td>7</td>
<td>Technicolor (American)</td>
<td>8,415</td>
<td>$75,879</td>
</tr>
<tr>
<td>8</td>
<td>Deloitte Consulting</td>
<td>7,645</td>
<td>$122,607</td>
</tr>
<tr>
<td>9</td>
<td>Cognizant Technology Solutions</td>
<td>5,326</td>
<td>$79,629</td>
</tr>
<tr>
<td>10</td>
<td>Microsoft</td>
<td>5,028</td>
<td>$120,610</td>
</tr>
<tr>
<td>11</td>
<td>HP America</td>
<td>4,330</td>
<td>$84,049</td>
</tr>
<tr>
<td>12</td>
<td>Google</td>
<td>4,397</td>
<td>$129,697</td>
</tr>
</tbody>
</table>
For example, here is a list of the top 7 companies for Architectural, Engineering & Related Services

<table>
<thead>
<tr>
<th>Rank</th>
<th>NAICS Industry</th>
<th>Number of LCA</th>
<th>Average Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Computer Systems Design and Related Services</td>
<td>336,513</td>
<td>$78,876</td>
</tr>
<tr>
<td>2</td>
<td>Management, Scientific, and Technical Consulting Services</td>
<td>53,647</td>
<td>$94,320</td>
</tr>
<tr>
<td>3</td>
<td>Colleges, Universities, and Professional Schools</td>
<td>27,641</td>
<td>$74,097</td>
</tr>
<tr>
<td>4</td>
<td>Architectural, Engineering, and Related Services</td>
<td>17,682</td>
<td>$76,917</td>
</tr>
</tbody>
</table>

**2017 H1B Report**: narrow your search by occupation, visa status, job title, industry, work city, and work state
Questions about Visas?

*Note for international students:* Cornell’s International Students and Scholars Office ([ISSO](https://www.cornell.edu/international)) can answer your visa questions.

You can also view online visa resources [here](https://www.cornell.edu).
Cornell University’s
International Student Jobs Database

Database of employers that have hired Cornell international students in the past 8 years

Sort by a number of filters, including:
- Employer Name
- Employer Industry
- Posting Date (you can filter by the most recent year, 2015)
- Job Title
- Type of Position (Internship, Job, Co-op)
- Education Level Sought (e.g. Bachelor, Master, Ph.D., etc.)
- Work Authorization Considered
- Cornell College or School
Next Steps

• Explore databases to identify companies of interest and create your top 10 list.

• Research companies (review employer websites, news articles, and current job openings) to learn about what they do, and who they hire.

• Review job postings to determine the skills you have, and those you may need to develop for desired role(s): think about how you will learn new skills and gain additional experience.

• Create/update your LinkedIn account; start building/expanding your network.

• Save (Word/Excel doc) the information you find when conducting employer research; this information will be useful in interviews.
M.Eng. & MPS Summer Career Curriculum

Module 2 Complete

Congratulations!
You are ready to move to Module 3