



Connecting employers with military veterans nationwide!

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Corporate Gray Newsletter

February 2016

Transition Advice

Choose Your Education & Training Wisely

In today's competitive job market, it's important that you take advantage of the [Post 9-11 GI Bill](#) benefits you've earned through military service. Make an informed decision about the use of your education benefits so that the degree or certification you pursue will align well with your industry's needs and position you for long-term career success. Your education benefits can also be used for on-the-job training, apprenticeships, and non-college degree programs.

The first step is to research the educational requirements for the civilian jobs you are targeting. You can identify civilian credentialing requirements by using Credentialing Opportunities On-Line (COOL) for the [Army](#), [Navy](#), [Marine Corps](#), and [Air Force](#). Another good credentialing resource is the [CareerOneStop](#) website. The second step is to select the right school or training program for you. There are many online resources available to assist with you with the selection process: [College Navigator](#), [Choosing a College](#), [GI Bill website](#), [GI Bill Comparison Tool](#), [Guide to Choosing a School](#), [Best for Vets: Colleges 2016](#), [Student Financial Aid Guide for Veterans](#), [Guide to Veteran Education Benefits](#), and [Online Guide to Higher Education for Military Veterans](#), to name a few.

For more information about using your education benefits, see Chapter 5: Use Your GI Bill Benefits in *The Military-to-Civilian Transition Guide* or on the [Online Transition Guide](#), and check out these articles on the Corporate Gray Blog: [Choosing Your Education & Training Wisely Pays Dividends!](#) and [Importance of Education to Veterans](#).

Be sure to check out these [military-friendly schools](#), which help co-sponsor *The Military-to-Civilian Transition Guide*:

- [Cayce Reilly School of Massage](#)
- [Colorado Technical University](#)
- [Great Lakes Truck Driving School](#)
- [The Jack Welch Management Institute](#)
- [New Horizons Computer Learning Centers](#)
- [Strayer University](#)

"For military members who are considering pursuing an academic degree as they transition to civilian life, it will be important for them to leverage and continue to develop these strengths. To make the transition a smooth one, we recommend taking on leadership roles and being an active participant in classroom discussions. During times when it's challenging to balance your time, use that tenacity and drive to find ways to overcome obstacles." -- Andrea Backman, Chief Academic Officer and Provost at Strayer University

"Our nation's veterans bring a wealth of specialized expertise to the civilian workforce. By integrating their military experience with industry-specific training, they become even more valuable to civilian employers." -- Michael Nease, Vice President of Development at Great Lakes Truck Driving School

Meet with military-friendly schools at the [Online Education Fair for Veterans](#) on March 30, 2016, co-sponsored by Corporate Gray and TAOOnline. See details below in the Upcoming Job Fairs section.

Read more transition and job search advice on the [Corporate Gray Blog](#)...

[Building Your Personal Brand for Your Military Transition](#)

When you're looking for a job, you have to stand out. Whether you've been in the civilian workforce for a while or are just

starting to look for a civilian job after serving, it's important to demonstrate what differentiates you... [Read more](#)

[How to Research a Potential Employer](#)

Here are some tips to help you research a potential employer and boost your chances at landing the job... [Read more](#)

Upcoming Job Fairs

Corporate Gray Military-Friendly Job Fair * February 23, 2016 * Virginia Beach, VA

You're invited to meet face-to-face with over 40 top employers at the Corporate Gray Military-Friendly Job Fair at the Virginia Beach Convention Center on Tuesday, February 23rd. Some of the participating companies include: Lockheed Martin, Hewlett Packard Enterprise, Newport News Shipbuilding, AECOM, State Farm, Sears, Navy Exchange, Jacobs Technology, Alban Caterpillar, and many more! Job Fair hours are 9 am to 12:30 pm, with a free career transition seminar starting at 8 am. Pre-register at www.corporategray.com/jobfairs/365 to receive the job fair employer directory in advance.

Corporate Gray Military-Friendly Job Fair * March 23, 2016 * Arlington, VA

The next Corporate Gray Military-Friendly Job Fair in the Washington, DC Metro area will be held on Wednesday, March 23rd at the Army Navy Country Club in Arlington, Virginia. Meet face-to-face with representatives from AECOM, BAE Systems, National Security Agency, PenFed, Edward Jones, Institute for Defense Analyses, Prince William County Police Dept., Wells Fargo, and more. Job Fair hours are 9 am to 12:30 pm, with a free seminar titled *How to Work a Job Fair* starting at 8 am. Pre-register at www.corporategray.com/jobfairs/366 to receive the job fair employer directory in advance.

Online Education Fair for Veterans * March 30, 2016 * Nationwide

Have you considered going back to school to better position yourself for long-term career success by earning an academic degree or certificate in your chosen career field? Then consider participating in an Online Education Fair for Veterans on March 30th, 12:00 noon to 4:00 pm (ET). Co-sponsored by Corporate Gray and Transition Assistance Online (TAOnline), this event will connect you with colleges and universities nationwide offering the opportunity to earn an academic degree (Associates, Bachelor's, Master's, PhD) or certificate - either on a full- or part-time basis. This online education event will use TAOnline's virtual recruiting platform. For more information and to register, visit www.taonline.com/Events/1712/ to register.

TAOnline Virtual Career Fair * The Big Virtual * April 19, 2016

The Big Virtual is a quarterly TAOnline Virtual Career Fair where U.S. veterans and security cleared professionals can connect online with military-friendly organizations. The event takes place from your computer on April 19th from 11:00 am to 3:00 pm (EST). This event is for anyone seeking nationwide opportunities and is for all ranks and branches of service, including active duty, Reserve, National Guard, and individuals with a security clearance (including civilians). For more information and to register for the event, visit www.taonline.com/tbv-js

NCOA Career Expos

[NCOA Career Expos](#) are open to military personnel of all ranks and their adult family members. Upcoming events include:

Feb 23, 2016 - Fort Hood, TX

Feb 24, 2016 - San Antonio, TX

Mar 22, 2016 - West Point, NY

Mar 23, 2016 - Fort Hamilton, NY

Mar 31, 2016 - Raleigh, NC

See the full 2016 schedule of [NCOA Career Expos here](#).

Upcoming Workshops

Federal Government Hiring & Promotion Seminar by Battlefield Resumes, LLC * February 17, 2016 * Stafford, VA

During this free one hour seminar you will learn how to search and apply for federal employment through USAJOBS, understand how to leverage your experiences and translate them into a powerful federal resume, and learn how to develop a successful federal employment strategy. Seminar will be held at 6-7pm at Vinnie's Italian Grill & Pizzeria in Stafford, VA. [Click here](#) to RSVP.

Federal Government Resume Writing Training-Workshop by Battlefield Resumes, LLC * February 20, 2016 * Herndon, VA

During this 3-hour training workshop you will learn how to job search, network, write a federal (USAJOBS) resume, and interview for federal government job. Learn the skills that will get you hired and develop a successful federal employment

strategy. The Training Workshop will be held from 1-4pm at Security University, 510 Spring Street, Suite 130, Herndon, VA 20170. [Click here](#) to register.

Featured Employers, Schools, and Service Providers



**These companies want to hear from you!
Contact them about your next career move!**

Equipment Dealership

Established in 1952, [Carter Machinery](#) has a clear vision: enable every customer to achieve their highest level of success. We demonstrate this commitment through our support of the people and equipment working in diverse industries from construction and mining to trucking and power generation. Our 20 locations across Virginia and southern West Virginia are staffed by over 1,200 top-notch professionals. As a result, we've grown to be one of the leading Caterpillar dealers in the U.S. Visit cartermachinery.com/careers for current career opportunities.

Equipment Dealership

[Cleveland Brothers Equipment Company](#) is one of the largest Caterpillar Equipment dealers in the nation, serving Pennsylvania and West Virginia. With competitive compensation, affordable cost of living, proximity to big cities and outdoor adventures, Cleveland Brothers is a great place to start your next career as a CAT Technician. Visit www.ClevelandBrothers.com to see their open positions.

Franchise

[Snap-on Tools](#) offers a unique opportunity to own your own business. They are looking for people with strong sales and management abilities who have the motivation and drive that it takes to be a business owner. Snap-on offers incentives for honorably discharged veterans. Visit beinbusinesswiththebest.net/military for more information, and view the [Snap-on Information Webinar](#) that was held on January 20th.

Government

The [United States Postal Service](#) has a long history of providing career opportunities to veterans, reservists, and their families. USPS currently employs over 85,000 Military members and Veterans, and Military service is treated as prior employment. USPS values the leadership, reliability, and high-tech skills that veterans bring to the organization. Opportunities range from administrative and technical support functions to processing and delivery operations. Visit <http://usps.com/careers>.

Healthcare

[Sentara Healthcare](#) is one of the most progressive healthcare organizations in the nation, located in Virginia and North Carolina. They are looking for transitioning military with experience in nursing and other allied health professions. There are also numerous opportunities in administration, business office management, logistics and materials management. Sentara is one of the area's top military family employers. Visit www.sentara.com/employment.

IT Consulting

[HP's](#) objective is simple; Empowering people to create, interact, and inspire like never before... at home... at work... and on the go. As one of the world's largest technology companies, HP invents, engineers, and delivers technology solutions that drive business value, create social value, and improve the lives of our clients. We're looking for visionaries who are ready to make an impact on the way the world works. Visit www.hp.com/jobs to check out HP jobs and speak directly with an HP recruiter!

IT Manufacturing

At [Hewlett Packard Enterprise](#) we focus on information technology that will enable enterprise and midmarket business customers to manage their current IT environments. Go where next-generation IT solutions meet next-generation career opportunities. Discover the power of partnership at Hewlett Packard Enterprise. Visit www.hpe.com/jobs.

School

[Cayce/Reilly School of Massage](#) offers students a holistic learning environment in the

growing field of massage therapy. Cayce/Reilly's well-rounded curriculum prepares students for employment in massage careers in a medical setting, chiropractic center, spa, sports therapy, or alternative healing center. Students explore anatomy, pathology, and business while also focusing on holistic healing, service to others, and the body/mind/spirit connection. Visit www.caycereilly.edu to learn more.

School [Colorado Technical University](http://www.coloradotech.edu) helps you pursue your education and achieve your personal, professional, and academic goals while you transition to civilian life. CTU offers more than 100 undergraduate and graduate degree programs and concentrations tailored to students' interests, experience, and preferred learning format. CTU's online programs are recognized for excellence. Visit www.coloradotech.edu to explore their programs and start pursuing your degree.

Transportation [Averitt Express](http://www.averittsalutesyou.com) has the utmost respect for members of the military and would be honored to have you join their growing team. They have regional truckload, dedicated, flatbed and local driving positions, as well as leadership opportunities in over 100 locations. Call toll-free: 1-888-321-1472 or visit www.averittsalutesyou.com.

Veterans Services [AMVETS](http://www.amvets.org/careercenter), one of the nation's foremost veteran's service organizations, has a proud history of assisting veterans and sponsoring numerous programs that serve our country and its citizens. The AMVETS Career Centers, powered by the Call of Duty Endowment, provide FREE career training and employment assistance for Veterans, Active Duty Service Members, National Guard & Reserve, and Spouses. Visit www.amvets.org/careercenter.

Hot Jobs & Opportunities

The following jobs and opportunities are being highlighted this month:

[Averitt](http://www.averittcareers.com/driver.html) is seeking [Team Shuttle Drivers](#) in Nashville and Knoxville, Tennessee. Search all their driver positions at www.averittcareers.com/driver.html.

[Caterpillar](http://www.caterpillar.com/en/careers.html) has the following immediate job openings:

- **Aftermarket Solutions Representative** - Job Code 160000KK, in Peoria, Illinois.
- **Senior Infrastructure Engineer CCIE #2** - Job Code 160000HV, in East Peoria, Illinois.
- **Senior Engineer** - Job Code 15000B1P, in Peoria, Illinois.

Find these opportunities and others at www.caterpillar.com/en/careers.html.

[Cayce Reilly School of Massage](#) offers a comprehensive and holistic based massage therapy program. Learn more about their [700-hour Holistic Massage Therapy Diploma Program](#) in Virginia Beach.

[Cleveland Brothers Equipment Company](#) is currently hiring for the following open positions:

- **Service Supervisor** (1041) in New Stanton, Pennsylvania
- **Parts Warehouse/Counter Attendant** (1051) in Lancaster, Pennsylvania
- **Con-Agg Parts Manager** (1052) in Camp Hill, Pennsylvania

[Click here](#) to search for these and other job opportunities, or contact Dave Greenawalt at(724) 325-9324 x6324.

[HP](#) has the following immediate openings:

- [Spanish and Portuguese Depot Operations Manager](#) (1489795) in Houston, Texas.
- [Security Investigator](#) (1454650) in Houston, Texas.
- [Security Analyst](#) (1455779) in Houston, Texas.
- [Worldwide Marketing Manager](#) (1487650) in Palo Alto, California.
- [Global Ethics and Investigations Manager](#) (1489750) in Palo Alto, California.
- [Executive Communications Manager](#) (1489300) in Palo Alto, California.
- [Product Public Relations Manager](#) (1489297) in Palo Alto, California.
- [Mechanical Hardware Engineer](#) (1461957) in Palo Alto, California.
- [Customer Experience Product Manager](#) (1464208) in Palo Alto, California.
- [Social Media Support Manager](#) (1489173) in Palo Alto, California.

[Sentara Healthcare](#) is currently hiring for these hot jobs in the Norfolk/Virginia Beach areas:

- **Registered Nurse** – variety of positions and settings for experienced and recent graduates.
 - **IT – Senior Systems Analyst** (Job reference 78624BR)
 - **Trained/experienced Surgical Techs and Assistants** (Job reference 79730BR and 79768BR)
 - **Physicians Practice Manager** (Job reference 79764BR and 79742BR) – the perfect career opportunity for experienced Hospital Corpsman!
 - **Home Health** – Nursing, Administration, Patient Care Services
 - **Administrative and Clerical Support** – a wide range of openings in all locations, all shifts and schedules available.
- Visit www.sentaracareers.com to search for these career opportunities and more.

Find more jobs on Corporate Gray Online by clicking [Find Jobs](#) in the menu bar. Type in your Keywords or search by Company Name.

Hot Franchise

Own a Snap-on Tools Franchise

Founded in 1920, [Snap-on](#) has a legendary heritage of providing innovative tools, equipment and business solutions to meet technician's evolving needs. Franchisees of Snap-on Tools offer technicians the convenience of purchasing premier quality tools at their place of business. Snap-on, a proud member of Vetfran, recognizes that veterans offer leadership and discipline that can help Snap-on deliver its mission of providing the most valued productivity solutions in the world. In addition, Snap-on Tools, LLC offers a \$20,000 discount on the initial inventory for honorably discharged veterans and financing for qualified candidates through an affiliate, Snap-on Credit. Don't just ease into a career. [Own It!](#)

Corporate Gray Online

Visit www.CorporateGray.com/login and log in using your username: {Username} and password (if you forgot your password you can generate a new one).

Help recruiters find you! [Post your resume on Corporate Gray Online](#) or upload a revised version. Having a resume helps you get noticed by employers searching for individuals with your skills! Upload your resume by clicking the "My Resume" link after logging into the site. Your resume was posted on **{ResumePostedDate}**. If that value is blank or outdated, be sure to upload your current resume.

Use the [Find Jobs](#) link to search and apply for job opportunities best matching your skills and interests. Access key elements of the Corporate Gray book by clicking the [Transition Guide](#) link.

If you want to close your account, visit www.corporategray.com/applicants/deactivate and enter your username: {Username} and password. Then click "Yes" in response to "Do you want to deactivate your account?"

Tips for Using Social Media in Your Job Search

Corporate Gray's [Social Media and Your Job Search: Maximizing Your Network for a Successful Transition](#) focuses on effectively using social media for your military-to-civilian job search. Learn how to get noticed for your expertise, build your network of supporters and industry contacts, and find job opportunities through connections and research.

Available in [hard copy](#), on [Amazon Kindle](#), and on [Apple iBooks](#). Get your copy today and start maximizing your network!

SOCIAL MEDIA AND YOUR JOB SEARCH

MAXIMIZING YOUR NETWORK FOR A SUCCESSFUL TRANSITION



KARIN LOCKHART-DURKEE

*Please feel free to share this newsletter with other veterans: [Forward to a Friend](#)
Good luck with your job search!*

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