



## **SAMPLE QUESTIONS TO ASK RECRUITERS AT THE CAREER EXPO**

What is a typical entry-level position within the company?

What types of experiences and background do you find helpful in candidates for these positions?

I noticed on your website that \_\_ (something unique about the company, company culture) \_\_, could you tell me more?

What are you looking for in this role if you could have your ideal candidate?

How long have you been at [Company]?

What do you like about [Company]?

What's your favorite thing about your job?

What are some of the challenges you've faced in your role or at [Company]?

What does growth and development look like at [Company]?

How does [Company] support its employees as they look to grow and level up their skills and responsibilities?

What kind of person is most successful at [Company]?

What's the best way to stay in touch with you?

What would be a great next step to take after meeting you here?

Who can I follow up with about [open role]?

May I leave my resume with you?

When do you hope to have the \_\_ (position) \_\_ filled?

What does the hiring process for [open role] look like?

Can you tell me a little bit about the different stages in the hiring process for [open role]?



## **CAREER EXPO CHECKLIST**

- Try to arrive early or in the first half of the expo.
- Plan your course of action by reviewing the map of employer locations.
- Don't visit your top employer first; ease into it.
- Maintain your professionalism while walking through the aisles.  
Recruiters are forming opinions before you arrive at their booth.
- Deliver your elevator pitch with confidence and offer a copy of your resume.  
Don't get discouraged if a company doesn't respond the way you want them to.  
Remain positive and move onto your next target company.
- Thank the recruiter for their time.
- Stay organized during the fair. Jot down recruiter names, impressions, follow-up instructions.
- Maintain an open mind – be open to employers you may not have initially targeted.  
Some recruiters may approach you, and you never know what opportunities you could learn about.

## **The 4-Step Elevator Pitch**

### **1. Start by introducing yourself.**

"Hi, my name is \_\_\_\_\_. It is nice to meet you!"

### **2. Provide a summary of what you do or what you are looking to do.**

"I'm a college student working towards an AA degree in Cybersecurity."

### **3. Explain what you want.**

"I am seeking a full-time, entry level position. I find the work your company does to be innovating and refreshing. I'd love the opportunity to put my expertise to work for your company."

### **4. Finish with a call to action.**

"Would you mind if I set up a quick call next week for us to talk about any upcoming opportunities with your team?"