



WEATHERHEAD
SCHOOL OF MANAGEMENT

CASE WESTERN RESERVE
UNIVERSITY

Fall Career Fair

Employer Guide

Thursday, September 15, 2016

12:30 PM - 4:30 PM

Peter B. Lewis Building, Lower Level



Fall Career Fair
Thursday, September 15, 12:30 P.M. – 4:30 P.M.
Case Western Reserve University – Peter B. Lewis Building, Lower Level

What You Need to Know:

1. An **Employer Guide** is included in this booklet to provide you with registered companies and available positions.
2. **Attire** for the event is Business Professional. A suit is required.
3. Bring your **CWRU ID** for check-in upon arrival as well as your name tag so employers can easily identify you. If you don't yet have a nametag, you can make one upon arrival.
4. Bring copies of your **resume** and a notepad and pen.
5. **Please note:** An additional career fair, the [University Career Fair](#), will be held on October 6, 11:00 AM - 3:00 PM in the Veale Convocation, Recreation and Athletic Center. For an opportunity to connect with additional employers, we highly encourage you to attend that event as well.

Career Management Office Team:

Meenakshi Sharma, Assistant Dean of Career and Student Affairs

Julie Guthel, Director of Career Development

Mitchell Kam, Director, MSM-Finance Employer Development

Megan Gentile, Associate Director, Career and Employer Development

Amy Kulisheck, Career Consultant

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CWRU Career Center Team:

Thomas Matthews, PhD, Executive Director

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Robin Hedges, Associate Director, Career Education

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Annabel Khouri, International Student and Employer Engagement Specialist

Bob Sopko, Director, CWRULaunchNet

Gene Sasso, Program Manager, CWRULaunchNet

Alyssa Register, Employer Experience Manager

Valerie Szepiwycz, Communications Manager

How to Get the Most Out of Career Fairs

By: Pamela S. Joell

You've heard enough from enough people to know that you probably should attend this year's campus career fairs. You go to the career services office at your school, read the information, and decide that many major employers in one location is a good thing. You decide to attend. You print 20 copies of your resume, you practice your handshake, and you press your interview suit. Now what? Here are a few pointers gleaned from recruiters who attend career fairs. Listen up!

1. Before printing multiple copies of your resume, have others **proofread** it for typos. Recruiters hate those! We'll question your work ethic if you hand in a poorly written resume filled with mistakes. Remember, substance is the key.
2. **Take time before the career fair to find out which companies will be represented there.** If you don't, at least read the career fair handout the day of the fair while you're walking in and learn about participating companies and organizations before you approach recruiters. Nothing ticks me off more than a student who approaches me at the table and says, "So, tell me about your company..." I don't mind telling you about my company or about the job opportunities that are available, but I do mind having to do all the work. I have to think you're a really lazy person if you don't know anything about the company. It's okay to ask pertinent questions, but don't expect the recruiters to do the work for you.
3. **Prepare a two- to three-line script for yourself.** This part is tricky. You should try to impress recruiters within the first few minutes of the conversation. The problem is that others will also be trying to talk with those recruiters. If you talk too long, you'll create a bottleneck in the flow of traffic. If you see disgruntled fellow students behind you waiting to introduce themselves to the recruiter, move on. This is not the interview. You can impress employers at other times. Maintain good eye contact and offer a firm handshake and a few sentences telling us what we want to know. That's the formula that works.
 - Tell the recruiter your name, your class year, and whether you're interested in a full-time, co-op, or internship position. Follow with your career interest, your major(s), and, finally, why you came to the company's table. It's OK to flatter the recruiter, but be careful to be professional and keep the flattery focused on the company. For example, you can say, "I heard that XYZ is pursuing a business strategy that includes merging business units to create more synergy. I think that is a really strategic move."
4. When you give a recruiter your resume, ask what the next step in the process is. Recruiters worth their weight will be able to tell you. Still, don't be surprised if recruiters don't hand out their personal business cards.

Other career fair preparation guides, videos and information can be found on the Career Management Intranet site: <http://intranet.weatherhead.case.edu/career/>.

Amazon.com - www.amazondelivers.jobs/about/students

Seattle, WA

Amazon.com was founded in 1994 with a vision of building the Earth's most customer-centric company where visitors can find and discover anything they want to buy online. That vision has grown from an online bookstore run out of a garage to a Fortune 500 company operating in six countries with a selection that includes millions of products in an ever-growing number of categories. Amazon.com leverages its \$900 million investment in technology to offer its customers unparalleled shopping experiences. As a member of our team, you will be part of the evolution of e-commerce and learn from industry leaders. Many of the challenges we encounter have never been dealt with before on this scale, if at all.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: All

American Greetings - <http://www.americangreetings.com/jobs>

Cleveland, OH

Founded in 1906, the Company's major greeting card lines are American Greetings, Carlton Cards, Gibson, Recycled Paper Greetings and Papyrus, and other paper product offerings include DesignWare party goods and American Greetings and Plus Mark gift-wrap and boxed cards. American Greetings also has one of the largest collections of greetings on the Web, including greeting cards available at Cardstore.com and electronic greeting cards available at AmericanGreetings.com. In addition to its product lines, American Greetings also creates and licenses popular character brands through the AG Properties group. Headquartered in Cleveland, Ohio, American Greetings generates annual revenue of approximately \$2 billion, and its products can be found in retail outlets worldwide. For more information on the Company, visit www.corporate.americangreetings.com.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: MEM and MSM-OR/SC

Ameriprise Financial - <http://www.ameriprise.com/>

Minneapolis, MN

Ameriprise Financial is a diversified US financial services company. Ameriprise Financial engages in business through its subsidiaries, providing financial planning, products and services, including wealth management, asset management, insurance, annuities and estate planning. Ameriprise Financial, Inc., the holding company, is incorporated in Delaware. The company's headquarters are in Minneapolis, Minnesota. James Cracchiolo is the chairman and chief executive officer. The company's primary subsidiaries include Ameriprise Financial Services, Inc., Ameriprise Auto & Home, Columbia Management Investment Advisers, LLC, and RiverSource Life Insurance Company. Threadneedle Asset Management is Ameriprise Financial's international asset manager, and a provider of investments to institutional and retail clients.

Positions Available: Full-Time

Full-Time International Sponsorship: Possibly, for the right candidate

Degrees Seeking: All

Avery Dennison - <http://averydennison.com>
Cleveland, OH

Avery Dennison is Everywhere You Look. We are a Fortune 500 company (NYSE:AVY) with sales of \$6 billion in 2015. At Avery Dennison we not only embrace change, we drive it. We work hard, push hard, and take brave risks. Our culture is innovative and collaborative - where bold ideas turn into action. We grow strong talent through stretch opportunities only restricted by your interests. At Avery Dennison we do what we love and love what we do. Come work with us. To learn more about Avery Dennison: <http://www.averydennison.com/en/home/our-company/the-bigpicture.html#sthash.Ipx9t7iy.dpuf>

Positions Available: Full-Time
Full-Time International Sponsorship: Yes
Degrees Seeking: All

Centric Consulting - <http://www.centricconsulting.com>
Chagrin Falls, OH

Centric Consulting is a business consulting and technology solutions firm. We are committed to creating unmatched experiences and doing what's right for both clients and employees. Our balanced approach to achieving lasting solutions is centered around our people, culture, and providing enterprise impact through local delivery. We pride ourselves on innovative thinking and attending to every detail in our relationships (even friendships!) with our clients. We value work/life balance and giving back to our communities. Employees enjoy perks such a self-managed PTO policy, a company trip and flexible work arrangements.

Positions Available: Full-Time, Internship
Full-Time International Sponsorship: No
Degrees Seeking: MBA, BS-MGMT

Charles Schwab - <https://www.aboutschwab.com>
Chicago, IL

Charles Schwab is a leading provider of financial services, with more than 300 offices nationwide. Through its operating subsidiaries, the company provides a full range of securities brokerage, banking, money management and financial advisory services to individual investors and independent investment advisors.

Positions Available: Full-Time
Full-Time International Sponsorship: No
Degrees Seeking: BS-Acct, BS-Economics, BS-Finance, BS-Marketing, BS-MGMT

Cleveland Clinic - <http://jobs.clevelandclinic.org>

Cleveland, OH

We are a nonprofit multispecialty academic medical center that integrates clinical and hospital care with research and education. The vision of Cleveland Clinic: Striving to be the world's leader in patient experience, clinical outcomes, research and education. When Cleveland Clinic welcomed its first patients on February 28, 1921, its mission was clearly in place: "Better care of the sick, investigation into their problems and further education of those who serve." The doctors who founded Cleveland Clinic, drawing from military medicine, believed in diverse specialists working and thinking as a unit. This kind of cooperation, efficiency and shared vision has fostered excellence in patient care, research and education. These principles endure today at Cleveland Clinic, a nonprofit group practice.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: Possibly, for the right candidate

Degrees Seeking: All

College Pro - <http://collegepro.com>

Lombard, IL

College Pro is the leading development company for new entrepreneurs. We have been in the business since 1971, and have over 750 Franchise Owners, running summer painting or window cleaning businesses, throughout the United States and Canada. Our mission is to provide exceptional leadership and management training to entrepreneurs through real-world business experiences. Our values are to deliver what you promise, respect the individual, have pride in what you do, and to be open-minded to possibilities.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: BS-Acct, BA-Economics, BS-Finance, BS-Marketing, BS-Finance, BS-MGMT

CWRU LaunchNet - <http://www.case.edu/cwrulaunchnet>

Cleveland, OH

Do you have ideas or concepts you'd like to turn into a business or not-for-profit organization? Since 2012, the CWRU LaunchNet has helped more than 500 students and alumni to research and establish enterprises. LaunchNet supported ventures have raised millions of dollars through competitions, public sources, and private investors. Through its free and confidential services, The CWRU LaunchNet will help you navigate through intellectual property protection, business plan creation, enterprise organization, market definition, technological infrastructure, materials research, fundraising, pitch competitions, and more. Hardware or software, consumer product, online app or game, brick and mortar shop, social enterprise: The CWRU LaunchNet can help you refine practically any entrepreneurial idea, and connect you to the resources you'll need to launch and maintain a business.

Positions Available: Internship

Full-Time International Sponsorship: Yes

Degrees Seeking: All

DDR Corp. - <http://ddr.com/>

Beachwood, OH

DDR owns and manages 352 retail properties, representing 113 million square feet in the continental United States and Puerto Rico. Our portfolio is concentrated in high barrier-to-entry markets with stable populations and strong growth potential, and is actively managed to create long-term shareholder value. DDR aspires to be the most admired provider of retail destinations and the first consideration for retailers, investors, partners and employees. The company is publicly traded on the New York Stock Exchange under the symbol DDR.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: MBA, MSM-Finance, MAcc, BS-Acct, BA-Economics, BS-MGMT

Deloitte - www.deloitte.com

Cleveland, OH

Deloitte provides industry-leading audit, consulting, tax, and advisory services to many of the world's most admired brands, including 80 percent of the Fortune 500. Our people work across more than 20 industry sectors with one purpose: to deliver measurable, lasting results. We help reinforce public trust in our capital markets, inspire clients to make their most challenging business decisions with confidence, and help lead the way toward a stronger economy and a healthy society. As a member firm of Deloitte Touche Tohmatsu Limited, a network of member firms, we are proud to be part of the largest global professional services network, serving our clients in the markets that are most important to them.

Clients count on Deloitte to help them transform uncertainty into possibility and rapid change into lasting progress. Our people know how to anticipate, collaborate, and innovate, and create opportunity from even the unforeseen obstacle.

Deloitte's dedication to leadership extends beyond our clients and the commercial marketplace to our own organization and the communities where we work and live. Our success depends on cultivating and celebrating diverse skill sets, backgrounds, and values. And we enable leadership throughout our communities through pro-bono and volunteer work that leverages our skills and experience to help others achieve their goals.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: Yes

Degrees Seeking: MBA, MAcc, JD/MBA, BS-Acct

Eaton Corporation - <http://www.eaton.com/careers>

Cleveland, OH

Eaton is a power management company with 2015 sales of \$20.9 billion. Eaton provides energy-efficient solutions that help our customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably.

Eaton has approximately 97,000 employees and sells products to customers in more than 175 countries. For more information, visit www.eaton.com.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: BS-Acct, BS-Finance

Fastenal - <https://www.fastenal.com/>

Akron, OH

Since 1967 Fastenal has grown from a single store to nearly 2,700 locations, each providing tailored local inventory and personal service for our customers. As we've expanded across the world, we've retained a core belief in people and their ability to accomplish remarkable things - if given the opportunity. From this philosophy stems an entrepreneurial culture that challenges every employee to run their own business, create their own success, and advance to become company leaders. As a growth company with a solid financial position, that typically doubles in size every four to five years, we are committed to training, promoting from within, and creating opportunities for our employees. If you have an entrepreneurial spirit and are looking to make your mark as part of an elite growth company, you won't find a better fit than Fastenal.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: All

FBI - <http://fbijobs.gov>

Cleveland, OH

The Federal Bureau of Investigation is looking for talented and skilled professionals who are dedicated to serving the FBI's mission to protect and defend the United States. Whether safeguarding national security, analyzing data to share with the Intelligence Community, or supporting the structure of the FBI, there are many ways to be impactful within the organization.

Positions Available: Full-Time

Full-Time International Sponsorship: No

Degrees Seeking: MEM, MSM-Finance, MAcc, JD/MBA, PhD-ORBH, BS-Acct, BS-Finance

FedEx Ground - <http://fedex.com>

Coraopolis, PA

A more connected world means more opportunities. That's why customers count on our diverse portfolio of transportation, e-commerce, and business solutions. Our air, ground and sea networks cover more than 220 countries and territories, linking more than 99 percent of the world's GDP.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: Yes

Degrees Seeking: MEM, MSM-OR/SC

Hajoca - www.hajoccareers.com

Ardmore, PA

Hajoca Corporation is a wholesale distributor of plumbing, heating and industrial supplies. In fact, we're the largest privately held wholesale distributor of these supplies in the country. Our company was built by people who are comfortable with autonomy and accountability, skilled at decision-making and who relish hard work. Our culture is well-suited for exceptional people who drive business and share in the financial success.

Positions Available: Full-Time

Full-Time International Sponsorship: No

Degrees Seeking: MBA, BA-Economics, BS-Marketing, BS-MGMT

Hudec Dental - <http://hudecdental.com>

Brecksville, OH

Hudec Dental is a network of eighteen neighborhood dental offices. We are looking for energetic, personable and caring individuals to join our fast-paced team of dental professionals. At Hudec Dental our greatest strength is the quality of our staff. We believe in creating an atmosphere in which our employees can grow and create a rewarding career.

Positions Available: Full-Time

Full-Time International Sponsorship: Yes

Degrees Seeking: All

Hyland Software, creator of OnBase - <http://www.onbase.com/careers>

Westlake, OH

Hyland, creator of OnBase is one of the largest independent enterprise content management (ECM) vendors. Our product, OnBase, is an award-winning software solution that solves problems resulting from time consuming, costly and error-plagued manual, paper-based tasks. OnBase is a suite of document, process and case management solutions that help organizations streamline processes and become more efficient. OnBase is used by more than 14,000 organizations globally. With all this growth, we're looking to hire employees who are passionate about technology and solving inefficiencies slowing businesses down. The perks of working at Hyland go beyond being part of a growing company that delivers a leading software solution. They also include being part of an innovative, collaborative and respectful atmosphere where your ideas and opinions are nurtured and built into our software. There's also some great soft perks too!

Positions Available: Full-Time, Internships

Full-Time International Sponsorship: Possibly, for the right candidate

Degrees Seeking: MBA, MEM

KeyBank - www.key.com

Cleveland, OH

Cleveland-based KeyCorp (NYSE: KEY) is one of the nation's largest based-bank financial service companies, with assets of approximately \$91 billion. Key companies provide investment management, retail and commercial banking, consumer finance, and investment banking products and services to individuals and companies throughout the United States and, for certain businesses, internationally.

Positions Available: Full-Time, Internships

Full-Time International Sponsorship: No

Degrees Seeking: MBA, BS-Acct, BA-Economics, BS-Finance, BS-Marketing, BS-MGMT

MarshBerry - <http://www.marshberry.com>

Woodmere, OH

Marsh, Berry & Company Inc. (MarshBerry) was founded in 1981 to provide consulting services in the financial services industry primarily to independent insurance agents, brokers and carriers. MarshBerry's services include but are not limited to financial, operational, sales management, merger and acquisition advisory, peer-to-peer exchange and information services. We are primarily a domestic company with clients throughout all 50 states and have been the leading advisor for insurance broker merger and acquisition deals each year for more than a decade.

Positions Available: Full-Time

Full-Time International Sponsorship: No

Degrees Seeking: BS-Acct, BA-Economics, BS-Finance

Medical Mutual - <http://www.medmutual.com>

Cleveland, OH

Medical Mutual is the oldest and largest health insurer in Ohio. Our headquarters are here and we have offices throughout the state. For 80 years, we've been serving our members and the Ohio communities where they live and work. We strive to be the health insurance choice of Ohioans and help make Ohio the best it can be.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: Possibly, for the right candidate

Degrees Seeking: MBA, MSM-Finance, MAcc, BS-Acct, BA-Economics, BS-Finance, BS-Marketing, BS-MGMT

Merrill Lynch - <http://www.ml.com>

Cleveland, OH

The Merrill Lynch Cleveland Office focuses on delivering wealth management strategies to high net worth individuals and businesses while delivering exemplary service. Our goal is to assist our clients in wealth accumulation, wealth preservation, and wealth transfer strategies through a comprehensive wealth management approach.

Positions Available: Full-Time

Full-Time International Sponsorship: Yes

Degrees Seeking: All

MTD Products, Inc. - <http://www.mtdproducts.com/equipment/mtdproducts>

Valley City, OH

For more than 80 years, MTD has been a leader in designing and building durable, easy-to-use outdoor power equipment. Our family of brands offers award-winning products designed to meet lawn and garden needs for both residential and commercial products.

Positions Available: Full-Time, Internship

Full-Time International Sponsorship: No

Degrees Seeking: MSM-OR/SC

Nielsen - <http://nielsen.com>

Moreland Hills, OH

Whether you're eyeing markets in the next town or across continents, we understand the importance of knowing what consumers watch and buy. That's our passion and the very heart of our business. We study consumers in more than 100 countries to give you the most complete view of trends and habits worldwide. And we're constantly evolving, not only in terms of where we measure, or who we measure, but in how our insights can help you drive profitable growth.

Whether your business is a multinational enterprise or a single storefront, we believe innovation is the key to success, in both what you create and how you market your products and ideas. That's why we continue to develop better solutions to help you meet the needs of today's consumers, and find out where they're headed next. So let's put our heads together. We'll bring our insight to your business and help you grow.

Positions Available: Full-Time

Full-Time International Sponsorship: No

Degrees Seeking: MBA, MSM-Finance, BS-Acct, BA-Economics, BS-Finance, BS-Marketing, BS-MGMT

OMNOVA Solutions, Inc. - <http://omnova.com>

Beachwood, OH

Few companies touch as many aspects of everyday living as OMNOVA Solutions. Our stunning and durable upholstery fabrics and laminates provide the finished surfaces for furniture, vehicle seating and a variety of other uses. Our innovative emulsion polymers and specialty chemicals add distinctive performance features to many of today's essential products, such as coated paper, carpeting, disposable and durable nonwovens and textiles. OMNOVA's acquisition of ELIOKEM in December 2010 combined two of the world's leading technology innovators into a single, integrated global specialty chemicals provider. This greatly enhances OMNOVA's ability to serve its customers through a broader global manufacturing base with locations in Europe, China, India and the United States. The products and technologies gained with the ELIOKEM acquisition enable OMNOVA to offer a wider range of solutions to customers in our core markets and increase penetration into new applications including paint and coatings, elastomeric modifiers, antioxidants, specialty rubbers and reinforcing, oilfield and specialty lattices. Simply put, we help customers add that extra measure of value that makes their products stand out in the marketplace.

Positions Available: Full-Time

Full-Time International Sponsorship: Yes

Degrees Seeking: MBA, MEM

PNC Financial Services Group - <http://www.pnc.job/student>

Pittsburgh, PA

PNC offers a wide range of services for all our customers, from individuals and small businesses, to corporations and government entities. No matter how simple or complicated your needs, we're sure to have the products, knowledge and resources necessary for financial success. PNC has long demonstrated a commitment to integrity and corporate responsibility, and its commitment has only deepened as it has grown into one of the leading financial services companies in the country. PNC employees are responsible for living the company's seven values, which inform how we conduct business.

Positions Available: Full-Time

Full-Time International Sponsorship: No

Degrees Seeking: BS-Acct, BA-Economics, BS-Finance, BS-Marketing, BS-MGMT

Precision Castparts Corp. - <http://www.precast.com>

Portland, OR

Precision Castparts Corp. (PCC), a Berkshire Hathaway company, manufactures world-class complex metal components and products; serving the aerospace, power, and general industrial markets. PCC has more than 150 facilities worldwide, with over 100 located in the US. Numerous career paths are available within PCC as a result of our extraordinary growth and market leverage. We are seeking highly motivated IMPACT players to join our world of MANUFACTURING! Do you thrive in a fast-paced, challenging environment where you are rewarded for results? Do you want to be a member of a team that is driven to win? If so, Precision Castparts Corp. may be just the place for you to build your career.

Positions Available: Full-Time

Full-Time International Sponsorship: No

Degrees Seeking: BS-Acct

Swagelok Company - <http://swagelok.com>

Solon, OH

Swagelok Company is a \$2 billion company headquartered in Solon, Ohio. Swagelok is a major developer and provider of fluid system solutions, including products, assemblies, and services for the research, instrumentation, pharmaceutical, oil and gas, power, petrochemical, alternative fuels, and semiconductor industries. Swagelok's manufacturing, research, technical support, and distribution facilities support a global network of 225 sales and service centers in 70 countries.

Positions Available: Internship

Full-Time International Sponsorship: No

Degrees Seeking: All

Waypoint Intelligence - <http://www.waypointintelligence.com/>

Chagrin Falls, OH

Waypoint Intelligence is a fee-only registered investment advisor providing continuous and discretionary portfolio management services for individual and institutional investors. Our emphasis is on maintaining a global perspective when constructing portfolios and managing risk. We are committed to being a best-in-class provider of global investment management services.

Positions Available: Internship

Full-Time International Sponsorship: No

Degrees Seeking: MBA, MSM-Finance, BA-Economics

Please Note:

The "Degrees Seeking" and "Full-Time International Sponsorship" information is meant to provide insight in preparation for the fair, however, we encourage you to connect with company representatives even if your degree is not one they are specifically seeking at this time. This information is simply meant to help you prioritize companies you should absolutely connect with, based on the degrees they are currently seeking, not to discourage you from connecting with as many companies as possible.