

Organization	CV or resume?	Critical content?	Job fair advice?	Biggest mistake?
<b>AAAS Science &amp; Technology Policy Fellowships</b>	We actually do not accept CVs or resumes because applicants must apply through our online system.	N/A	If there's not a description of the organization in the program, then look up some basic info. on their web site.	Just walking up to the table and saying, "What jobs do you have?"- Not introducing themselves and/or asking good, smart questions about what we're looking for and not knowing anything about the organization (we're actually a fellowship program, so we don't have "jobs").
<b>Alfagene Bioscience, Inc.</b>	<u>CV</u>	Details of techniques used, list of referees, salary history, list of extra abilities		Demanding high salary from the company
<b>BioSearch</b>	Long academic <u>CVs</u>	Scientific techniques, research experience, publications list	Prepare an "elevator pitch." 1) Know what you want and 2) Know what you would be willing to accept	Take too long to get to the point - their specific research interests
<b>Charles River Laboratories</b>	A shorter industry-focused <u>resume</u> is best for our needs.	Techniques and research experience is best for us. Dates are also very important to determine proficiency.	Please have a couple areas of interest so we can work with them to find the best fit.	Expecting a full interview. Not coming prepared regarding their experience and interest.
<b>Clinical Research Management, Inc.</b>	While academic CV's show their involvement, those sort of CV's should be geared more toward jobs they are applying for in an academic setting. Clinical Research Management likes to see a shorter, summarized academic section on the <u>resume</u> with more of a focus on industry.	Scientific techniques, research experience, and any specific functions they have performed that relate directly to a job they are applying for. Key words in the resume are critical as often times recruiters will search key words to find the highest matches for their positions in resume searches.	Get familiar with our company by visiting our website <a href="http://www.clinicalrm.com">www.clinicalrm.com</a> . Also become familiar with the current job openings and the details of those positions. Identify and come prepared to indicate a specific position(s) they may have seen on the website they are interested in. All candidates should know for EEO and Affirmative Action reporting we are required to do, all candidates wishing to be considered for a position must apply to that position through our website to be an official candidate.	They do not do their homework and know about the companies they are talking about prior to the career fair.

<p><b>Discovery Logic, Inc.</b></p>	<p>A two page <b>resume</b> is best. Why are they interested, what are their relevant experiences. I am not so interested in research publications, more so in service activities or other volunteer (or on the job) experience that may be relevant to a program management or writing/ policy type of position.</p>	<p>Research area, research experience, volunteer experience, internships, awards, supervisory experience, teaching/ speaking/ presentation experience, committee service and leadership experience (Can the candidate work on a team? Can they lead a team?), ability to work on multiple projects, ability to write (technical and non-technical)</p>	<p>Be enthusiastic, willing to try new things. If you are interested in working for our company, you will need a strong science background, experience with IT systems a plus but not required, and I would like to understand how/why the candidate will make the transition from bench research to project management.</p>	<p>Lack of enthusiasm, requiring me/the recruiter to draw out of them what they may be interested in doing. Another mistake is not "selling" themselves. Figure out what your strengths are before you come to see me. Make the skills shine in your resume.</p>
<p><b>DynPort Vaccine Company LLC, a CSC Company</b></p>	<p>Shorter, more industry-focused <b>resumes</b>. However, for scientific positions, publications are important – major publications or a sample of publications could be highlighted even on a short scientific resume, with a note that a full CV is available. Hiring managers will request a full CV at a later date if they wish to speak with candidates further.</p>	<p>The most critical information would be experience in the field. DVC is looking for experienced scientists and technical personnel. DVC does not have labs, so scientific techniques are less important than business experience.</p>	<p>Research the organizations that are going to be there that you may be interested in. Learn what they do and view the qualifications for their current openings. Print out any jobs that you are particularly interested in, and be prepared to discuss how your background qualifies you for the position with the recruiter.</p>	<p>First impressions are important, even if you are a student. You should dress neatly at the least, and preferably in business attire. Also, taking the giveaway items at the recruiters' tables is encouraged (we don't want to take them back to the office), but please refrain from taking more than one of any item (except candy) without the recruiter's permission.</p>

<b>Emergent BioSolutions</b>	<b><u>Resume</u></b>	Scientific techniques and research experience	Research the companies you have interest in and have some knowledge of the position(s) they are there to recruit for rather than asking, "What openings do you have at this time"?	Not coming to the booth with an understanding of the company they are interested in.
<b>FDA/Center for Drug Evaluation and Research/Office of New Drugs</b>	Academic <b><u>CVs</u></b> will be more helpful to us.	Scientific techniques, research experience, publications list, etc. They should also include their visa status.	I always suggest to candidates when possible to include a cover letter with their CV/resume. This is their opportunity to express themselves about their interest and highlight some of their experience.	Attend without a CV/resume.
<b>Invitrogen</b>	<b><u>Resume</u></b>	Scientific techniques and research experience	Be prepared	Not bringing a resume
<b>Philips Research</b>	A short <b><u>resume</u></b> is preferred. If we establish mutual interest I will request a full CV via email.	--Education --Research Experience --Practical Experience --Publications---on a short resume they only need to list how many with maybe a couple samples. --Some idea of what the candidate wants to do	Do some research on the companies you are interested in before the fair.	I would say presenting themselves with a lack of confidence.
<b>SAIC-Frederick, Inc.</b>	We only accept online versions for applications, and we prefer the longer <b><u>CV</u></b> version, so that the hiring manager can review their publications, abstracts etc.	I like to see a section with specific techniques, and then relevant information in the work history section on what they have done or are currently doing in each position. When they only put a lab and job title on a CV, it's hard to know what their research focus was.	I would like to be able to speak to each individual about their interest in our Program, BUT, I don't like it when individuals want to discuss all of the details of their specific research. Most Recruiters are not that knowledgeable about each area of science, and since we have multiple people to speak with, it's better for them to only spend a few minutes with us and then follow up by applying directly online for our positions.	Trying to discuss all of their research in a small amount of time. This primarily happens with our foreign national population who attend the fairs.

<p><b>Sophic Systems Alliance, Inc.</b></p>	<p>Prefer the shorter <u>resume</u> but would not object to the long academic CV.</p>	<p>Goals and objectives  - summary of qualifications  - current job function  - education  - skills including computer programming or software use skills.</p>	<p>Review information on our web site. Talk to colleagues at NCI who know our work with NCI CB on the Cancer Gene Index Project, The Cancer Gene Atlas and implementations of the CCR Common Knowledge Environment. Maybe they should stop at our posters first. In the Cancer section see The Cancer Gene Index Poster and in the Technology section see the CCR Common Knowledge Environment.</p>	<p>They should be inquisitive and friendly.</p>
<p><b>Theranostics Health</b></p>	<p>I would prefer to look at a short <u>resume</u>, industry-focused.</p>	<p>Scientific techniques, lab experience</p>	<p>Read about the company, read about the requirements, and use the right keywords to show in few minutes that the candidate is qualified.</p>	<p>Being too wordy</p>
<p><b>Virion Systems Inc.</b></p>	<p>Long academic <u>CVs</u></p>	<p>First, research experience, 2nd publications, 3rd techniques, 4th recommendations</p>	<p>Do high quality science but practically oriented.</p>	
<p><b>Wilson Sonsini Goodrich &amp; Rosati P.C.</b></p>	<p>We would prefer shorter industry-focused <u>resumes</u>.</p>	<p>We are interested in a candidate's research experience, publications list, and evidence of writing and/or speaking abilities. It would also be helpful to indicate any experience with patents, licensing or tech transfer agreements. It is not necessary for candidates to include a list of scientific techniques or in-depth explanations of their research experience.</p>	<p>The positions we have available are most suited towards individuals interested in transitioning from bench research to a career in law. Candidates should be intellectually flexible and able to work outside their core areas of expertise.</p>	<p>Candidates should research the organizations and positions they are interested in prior to the job fair. A lack of understanding of what the job entails is noticed by recruiters. Generally, candidates should maintain good eye contact and engage the recruiter in a dynamic conversation. Candidates should have previously thought of why they are interested in a particular career path and be able to articulate their reasoning.</p>