

**October 23, 2012**

## Upcoming Events



**Hospitality  
Internship  
Fair**  
**Health  
Recreation  
Sports**

The CCU **Health, Hospitality, Sports and Recreation Internship Fair** will be held on **Wednesday, October 24<sup>th</sup>** from **10:00 am to 2:00 pm** in the Williams-Brice Small Gym.

- Come dressed professionally for interviews.
- Bring copies of your resume.

### See below for full list of employers:

American Cancer Society

American Red Cross

Anytime Fitness

Black River Outdoors Center

Bluegreen Resorts – Shorecrest Vacation  
Villas/Harbour Lights

Brookgreen Gardens

Charlotte Bobcats

City of Conway Parks, Recreation and Tourism

City of Conway Police Department

City of Myrtle Beach – Cultural & Leisure  
Services

City of North Myrtle Beach Aquatic and Fitness  
Center

City of North Myrtle Beach Parks and  
Recreation

Conway Medical Wellness and Fitness Center

Croissants Bistro & Bakery

Elliott Beach Rentals

GET SOME (Sports, Operations, Marketing,  
Events & Entertainment)

Grand Strand Regional Medical Center –  
HealthFinders

Holiday Inn Club Vacations – South Beach  
Resort

Horry County Parks and Recreation

Lakes at Litchfield

Low Country Physical Therapy

McLeod Health – Loris/Seacoast

McLeod Sports Medicine

Mercy Care Hospice

Monarch 544

Myrtle Beach Body Fitness

Myrtle Beach Pelicans

NASCAR SpeedPark – PARC Management  
Navy Officer Recruiting Station  
Oceana Resorts  
Offense-Defense Sports  
Phillips Realty  
ResCare Home Care  
Sea Mist Resort  
Sea Haven Project Lighthouse/Sea Haven TLP  
Seaside Golf Vacations  
Select Physical Therapy  
SOS Health Care, Inc.

Springmaid Beach Resort  
Street & Smith's SportsBusiness Journal &  
SportsBusiness Daily  
TBonz Restaurant Group  
The Cove at CCU  
The Ripken Experience  
TPG Sports Group  
United Chiropractic  
Waffle House, Inc.  
Western Southern Financial Group  
Wyndham Vacation Ownership

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## Job Seeker's Stumble: Career Fair Follies

Susan had just graduated with a four-year degree and decided to attend the university-sponsored job fair. She arrived bright and early, dressed appropriately in a conservative suit and with several copies of her resume printed on linen paper.

After reviewing the list of companies in attendance, she realized no one there was hiring English majors, so she decided to look around. When she saw a booth for a national bank, a light bulb went off in her head. She thought of her friend who worked at a bank. He had good benefits and paid vacations. She also thought about the summers she had spent managing a video store: She had provided customer service, cash handling, staff supervision, scheduling, and daily balancing. How could she miss?

Without hesitation she took a deep breath, pasted on a friendly smile, and approached the imposing HR representative standing in the booth. Bravely she said, *"I'm interested in working for your company."* The professional company representative didn't blink an eye but responded with an equally simple question, *"Why?"*

*Why? Why?* Susan thought wildly about what this woman would want to hear, but she wasn't prepared for this! I mean, wasn't the company supposed to just look at her resume, tell her where she might fit, and ask about her experience to make sure she was qualified?

When nothing smart came to mind she realized she had two choices: speak the seemingly lame reason that was careening around in her brain like a ping pong ball, or run for the door.

Finally, she said the only thing she could squeeze from her frozen and terrified brain, *"For the money?"*

Seconds that seemed to last hours ticked by as the HR representative stared at Susan. Then the HR representative turned on her heel, walked behind the table in the booth, and with a crook of her finger, gestured for Susan to join her.

The next few moments passed in a blur as the HR representative instructed Susan at length to go home and not waste her own or a prospective employer's time again until she knew what she wanted to do and how she was qualified to do it. Susan then stumbled out to her car, all thoughts of visiting additional job fair booths lost in her desire to go home and hide under the covers of her bed.

### How to Avoid this Stumble

The most successful job seekers have a clear idea of what they want and know how to get there. Particularly when preparing for a Career Fair, it is important to research employers and the types of job opportunities available in your field of interest. Before a Career Fair, research the companies that will be

attending the event, have a clear job target in mind, and correlate how your skills and experiences fit in with the company. For more information on Career Fair preparation, go to [www.coastal.edu/career/careerfairprep.pdf](http://www.coastal.edu/career/careerfairprep.pdf).

*Adapted from **Job Search Bloopers** by Laura DeCarlo and Susan Guarneri*

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## Featured Jobs

**Employer:** Red Ventures

**Job Title:** Inside Sales Professional

**Location:** Charlotte, NC

**Description:** Red Ventures leverages proprietary internet analytics and technology to build high-growth businesses in the consumer services, small business solutions and home services industries. Through extensive training and cutting-edge sales technology, you will be positioned to launch a successful sales career. Responsibilities include: Successfully completing the comprehensive sales training which includes product knowledge, salesmanship, and software systems. Drive profit through both inbound and permission based outbound calls by utilizing persuasive sales techniques. Consistently perform on a variety of dimensions including exceeding sales goals and meeting quality assurance requirements. Increase customer profitability by utilizing cross-selling and upselling techniques. Ensure a positive customer experience by educating customers on the features and benefits of the product, responding to questions and overcoming objections, and accurately updating our contact management system.

**Requirements:** Preferred Qualities: Previous sales experience is preferred but not required. Competitive spirit and the drive to be at the top of the sales board. Team player who is assertive, goal-oriented, positive and self-motivated. Strong ability to multi-task, including conversing while navigating our CRM system simultaneously. High level of integrity. Excellent communication skills.

**How to Apply:** Please apply here: <https://careers.redventures.com/detail/6?t=54>

*To view these jobs and more, see Chants JobLink at [www.coastal.edu/career](http://www.coastal.edu/career).*

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## Featured Internships

**Employer:** Inlet Square Mall

**Job Title:** Marketing Intern

**Location:** Murrells Inlet, SC

**Description:** Work alongside the Marketing Director to execute outreach and develop marketing strategies for promoting programs and services; assist with creation of professional brochures; and creation of special events, branding and sponsorships.

**Requirements:** Desired majors: Marketing, Business Administration, Communication

**How to Apply:** E-mail resume to Alesia Papastavros at [apapastavros@crpcommercial.com](mailto:apapastavros@crpcommercial.com).

**Employer:** Georgia State Games

**Job Title:** Event Management Intern

**Location:** Kennesaw, GA

**Description:** Six (6) internship positions available. The Georgia State Games is one of the largest Amateur Olympic-Style Sports Festivals in the country. The Intern will assist the Executive Director in the planning and implementation of the Georgia State Games Olympic Style Sports Festival. Intern will oversee and coordinate all aspects of assigned sports from A to Z. Develop events sponsorship proposals and promotional materials. Conduct all registration and financial reporting for assigned sport. Coordinate all on-site venue preparations and breakdowns. Conduct marketing campaigns for all assigned sports to develop interest in and encourage registration by deadline dates for each sport. Limited number of paid stipends or housing/meal reimbursement available.

**Requirements:** Seeking top level, organized, team oriented, talented, aggressive, outgoing and innovative interns to assist in the preparation and implementation for this year's events.

All applicants must have strong writing skills and knowledge of Microsoft Word and Excel.

All applicants **MUST** be strong and willing to market, promote and attract athletes to various sports.

Priority will be given to those students completing the internship for academic credit.

**How to Apply:** Go to [www.georgiagames.org](http://www.georgiagames.org), click Internships at top of page, and complete an: 1) Application; 2) Sports questionnaire; 3) Resume; 4) Cover letter; and 5) We recommend that, at least one recommendation letter or e-mail be submitted from your most recent employer(s) that can discuss your dependability, work ethic and integrity.

To view these internships and more, see Chants JobLink at [www.coastal.edu/career](http://www.coastal.edu/career).

Career Services Center  
Coastal Carolina University  
Indigo House  
(843) 349-2341  
[www.coastal.edu/career](http://www.coastal.edu/career)

