

# You're Hired!

BY JO ANN LLOYD

**H**ow many Cal Poly grads does it take to fill a position? Just one, because every Cal Poly student is educated to be job ready and tech savvy, no joke.

Employers large and small know the value of a hands-on education, returning to campus year after year to recruit some of the most sought-after engineers, scientists, educators and business graduates in the state.

Companies as varied as Alcon Laboratories, IBM, Raytheon and St. Jude Medical turn to Cal Poly's Career Services to help fill positions.

Employers place a high value on Cal Poly's experiential education and extra-curricular leadership activities, says Martin Shibata, interim director of Career Services. "Our students are valued for their skills in communication, teamwork, technology, interpersonal relations, problem solving and leadership, as well as work experience."

Indeed, many consider Cal Poly students a breed apart. "A number of attributes distinguish Cal Poly students," says Raul Muñoz Jr. of IBM University Recruiting in San Jose. "If I were to sum it up in one word, it would be 'flexibility.' Plus the university works closely with industry to maintain a curriculum that meets the needs of a rapidly changing marketplace."

**William H. Swanson (IE '73)**, chairman and CEO of Raytheon Co., one of the nation's largest defense contractors, employs more than 300 Cal Poly graduates. "My Cal Poly education prepared me well for the business world. I entered my first assignment with an advantage over my peers from other schools because the university's learn-by-doing approach gave me the experience – along with a no-fear attitude – that has served me well in my 33-year career with Raytheon," Swanson says.

Raytheon's John Malanowski agrees. Cal Poly is one of a select number of universities



*Brian Fitzgerald (IT '90) of Alcon Laboratories talks with industrial technology student Brent Feffer during the Winter Job Fair.*

that Raytheon has developed a long-term strategic relationship with, ranking in the top three percent of all schools they recruit from, based on the number of college-graduate hires, he says.

St. Jude Medical looks to Cal Poly for engineering graduates to hit the ground running. "Cal Poly's high entrance standards help set it apart," says Jon Whited, manager of technical recruiting at the company's Cardiac Rhythm Management Division in Sylmar. "Classes largely reflect what is taking place in industry. Students are trained in a hands-on environment that assures they will be productive immediately. And finally, the staff and faculty work with our engineers and pay attention to the needs of our industry."

**John Mohns (OH '78)**, president of Benchmark Landscape Inc. in Poway, employs about 300 people, including several Cal Poly graduates. His company actively recruits only Cal Poly graduates, who he says "stay for the long run."

He senses a passion in Cal Poly graduates. "If you love what you do, work is fun,

challenging and exciting. Every company needs a number of leaders who know horticulture inside and out and a number of managers who love the green industry. I think Cal Poly provides that."

According to Career Services' Shibata, many employers have indicated that Cal Poly is their No. 1 choice in universities. "That's because Cal Poly students are highly motivated, possess competitive technical skills, and are able to transition into the workplace with a minimum of effort," he says. "Another reason is our highly successful and active on-campus recruiting program."

Employers are able to access Cal Poly students through Mustang Jobs, on-campus interviews, job postings, job fairs and career events. In addition, Career Services places a high value on employer relations, nurturing relationships with recruiters.

"Our Winter Job Fair points to the success of the program," Shibata says. "It attracted representatives from 138 employers, recruiting students for co-op, internship, summer and career jobs." ■