

LEADERS IN ENERGY – GREEN JOBS PANEL August 22, 2019 (From David Gelman)

Intro – what VEIC does, and what I do for them. EE/RE/AFs, plus DCSEU.

Advice to Job Seekers, particularly EXPERIENCED PROFESSIONALS

- 1) **Identity** – figure out who you are, and what types of jobs you’re looking for. This will impact all the rest of your steps. Be expansive and open to new positions. When I started my search, I wouldn’t have thought I’d be in a Business Development position.
- 2) **Do your prep work:**
 - a. Do **resumes**, yes plural. Do a long version with everything in it – that’s what I call a “resource” resume. Then create 2-3 pagers from it, angling yourself to your multiple targets. If you’re experienced, you’ve likely done a lot – are you technical, management, specialty, all of the above? Might want a resume targeted for each. Plus, if looking at Fed jobs, you need to develop one with all the info they want - dates, locations, pay, etc. for each position held.
 - b. Line up **references**, with all contact info. More than 3, as just with resumes, you may want to customize for each position.
 - c. Develop a **list of ALL employers** with all contact info. At least for Fed jobs, they ask that.
- 3) **Do your homework** – find out about companies that make sense for you and track their openings. Sometimes you find things faster if you check their websites.
- 4) **Connect yourself** – Indeed, LinkedIn, etc. Even if companies don’t check LinkedIn for candidates, they WILL once you apply if they’re interested. WorkforCongress.com is good for more than just Capitol Hill (particularly policy jobs), and you pay \$5/month for it, but it’s really hard to cancel it. It took me months. Set up a USAJOBS account, if you’re interested in the Feds. If you’re really feeling ambitious, develop a resume in their resume builder, though many positions don’t ask for it. Volunteer and get involved too.
- 5) **NETWORK.** That’s why we’re all here, right? In fact, that’s how Leaders in Energy was born, to connect experienced folks in the clean energy industry. Talk to the folks you’ve met along the way and let them know you’re open to new opportunities. For my job, I reached back out to someone at VEIC I had met years ago and talked with over the years and asked what she knew about this position.
- 6) **Manage your expectations.** In all likelihood, it will take longer than you thought. And, you might need to compromise on some things – position, location, pay, level, etc.
- 7) **DETERMINATION IS THE KEY** – You’ll get frustrated, yes, I was within 24 hours of a dream job, when a board turned down the selection official. That was after 4 months and 15 interviews. But I forged a great relationship with the selection official, and he even contacted folks and put in good words for me during my search.

And now a plug – check out www.veic.org. We do list jobs in DC if not regularly, enough to make it worth it to look.