



# SUCCESS STORIES

## Case Study: Mechanical Engineer Career Transition

### CANDIDATE PROFILE:

Simon\*, a mechanical engineer, received a CPIBN program after being transitioned out of his role with a local, Buffalo manufacturing company.

### CHALLENGES:

With help and guidance from CPIBN, Simon was able to create a targeted and strategic approach to his job search. After establishing his career goals, Simon was able to research target companies and seek out connections. While Simon was able to successfully tap into the hidden job market with his target company, circumstances surrounding the specific role's funding meant Simon had to continue his job search.

Simon was successful in securing another position with another organization. However, the funding for the role he initially applied for was approved two months later, and he received an offer for his dream job.

\*All names have been changed.\*

### CPIBN APPROACH:

All CPIBN program participants have access to one-on-one career coaching and workshops/seminars. After participating in the core modules provided through his program, Simon knew his ultimate career goal was to secure a maximum security mechanical engineering role with a large governmental institution.

After an intense, targeted job search, a position was posted for a mechanical engineer position with a government organization in the Lewiston, NY area. Simon was able to leverage himself against other job applicants by utilizing the knowledge and skills he gained through his CPIBN program:

- **By performing targeted and thorough research on the role and company,** Simon found that the hiring manager for the posted position sat on the board for the American Society of Mechanical Engineers, which Simon was a member of as well.
- **Over 70% of all jobs are found through networking** and Simon began to regularly attend ASME monthly meetings and connected with the hiring manager. While the position's funding was still waiting for approval, Simon was able to interview for the role and establish a relationship with the company and hiring manager.

While waiting for funding approval, Simon volunteered with ASME to maintain the government organization relationship and have ample opportunity to network with other people and organizations in the mechanical engineering field. Because of his successful networking and creating the strong connections, two months after accepting a role with a different company, the funding was approved Simon's dream job.

The CPIBN program does not end when candidates accept their new jobs, and Simon met with his counselor to weigh his options. **Should he stay where he was, or should he go after his dream?** Simon decided to pursue his dream. His current company offered him a higher salary to stay in his position, but Simon realized that money was not a driving factor in his decision to follow his ultimate career path.