

Lunch-N- Learn: Federal Government – July 2009

Presented by:

*A representative from Belcan Tech
A federal contractor from MSI Universal*

Belcan is an engineering recruiting firm from Cincinnati, OH that also does IT consulting. It has 60 offices in 6 divisions and is onsite at Lockheed Martin in Rockville. Applicants are hired through headhunters, as contractors and direct hires. Belcan will screen candidates, work with clearances and cut through the red tape. There is a database with 850,000 resumes at their disposal.

The MSI Universal representative is a civil engineer with over 20 years experience working for the federal government. Six years ago he opened his own company and now has 100 employees.

- Applying with the federal government takes persistence and follow-up. An applicant should call the HR contact number on the job posting to request the status of his or her application.
- When applying tailor the application and resume to what the job is looking for – use government language (jargon) - it is “music to their ears”.
- In writing the KSAs use examples that show how well you would fit into the position and how much you want the opportunity.
- IT trend – there is currently a consolidation of services. For example, combining support systems from different systems into a larger system.
- If you are willing to relocate you will have more options when applying for federal employment.
- Important note – the government will always do a background check. So you must disclose anything in your background so as not to be disqualified due to nondisclosure.
- There is a ranking process within agency where the resumes are reviewed by a panel. The panel’s choices are forwarded to the hiring officials.
- It is very competitive environment - hundreds or thousands are applying for a one opening.
- There are funds available through the Small Business Administration. Website is www.sba.gov.
- There is a lot of opportunity at Fort Detrick right now. (Note: www.FrederickWorks.com website has a link to openings in the Fort Detrick Employment Guide.)
- Working as a consultant you can team up for jobs in a contractor/sub-contractor relationship. Awarded contracts can be up to \$3 million.
- To get funding for a contract in a HUD zone (economically depressed areas) 35% of the employees hired to work on the contract need to live that zone.

To apply: in addition to www.USAjobs.gov, look for federal opportunities on-line at www.Monster.com, www.CareerBuilder.com and www.Indeed.com. Agencies will also post openings on their own website. You can set up an alert so that jobs in your area of interest will be emailed to you as they become available. Note: contractor openings are not posted as regular opportunities. For federal business opportunities go to www.fedbizopps.gov.