2015 CAREER CONNECTIONS/NETWORKING AND INTERVIEW EVENT  
**Monday, January 26, 2015**  
Registered Employers as of January 19, 2015

AAA Carolinas  
www.aaa.com/careers

**Position Type:** Full-time  
**Job Title(s) Available:** Sales Representatives, Senior Insurance Sales Representative, Insurance Customer Service Representative  
**Major(s):** Business

American Credit Acceptance  
www.AmericanCreditAcceptance.com

**Position Type:** Full-time and part-time  
**Job Title(s) Available:** Various  
**Major(s):** IT, Economics, Finance and statistics

AXA Advisors  
www.axacarolinas.com

**Position Type:** Full-time  
**Major(s):** Any

In order to be a successful Financial Professional, you do not need to have a degree in finance or economics or any work experience. What we do need is a Financial Professional who is a results-driven self-starter, able to take ownership in what he or she is doing and willing to work hard to achieve success. The most successful candidates find fulfillment in knowing that they are not only making a lot of money, but working towards building a career in the financial services industry. Requirements for the position include: 

- Individual who possesses integrity and a strong work ethic  
- Team player who possesses excellent interpersonal skills and communication abilities, with a high degree of self-confidence  
- Must be a US Citizen or permanent resident  
- A four-year college degree is preferred and relevant professional FINRA securities registrations are a plus. You will be required to attain under the sponsorship of AXA
Advisors: state life and health licenses, FINRA Series 7 and 66 registrations • Not required but a plus: MBA, JD, CFP®, CPA or ChFC

AXA Advisors is seeking driven individuals looking to work in an industry with unprecedented Growth as Financial Professionals. When entering the workforce for the first time, stability, financial freedom, and building a skill set through training and development are the most important factors that job seekers look for when searching for their ideal job. Many entry level professionals discover that it is difficult to find a position that provides all of these things. The Financial Professional is an independent position that provides entry level professionals the opportunity to build their own business and financial success potential by helping individuals and families make strong financial decisions to impact their future positively. The amount of support we provide for our Financial Professionals is unparalleled in the industry. We make the route to success very easy if you have the drive and motivation to make it happen. While other companies may throw their new employees into the fire and hope that a handful succeed, we believe in the people that we hire and will work with them constantly until they are ready to take the reins of their business and go full speed ahead. If you are at the beginning of your career and looking for a job that you can turn your hard work into financial success, you owe it to yourself to discover a world of opportunity with one of the most respected and growing full service financial services companies! As a Financial Professional, you will be primarily focused on growing your own financial services practice with the support and strength of one of the nation’s leading financial services firms. The work environment is fast paced, energetic and enthusiastic and is ideal for likeminded individuals. Benefits As an AXA Advisors Financial Professional, you’ll be part of a recognized, respected company that offers:

• High earnings potential and comprehensive benefits
• Training, support and hands-on management
• Advancement/management opportunities

Company Overview AXA Advisors, LLC is a member of the global AXA Group, “AXA Group” refers to AXA, a French holding company for a group of international insurance and financial services companies, together with its direct and indirect consolidated subsidiaries, including AXA Equitable. AXA Group is a worldwide leader in financial protection and wealth management. AXA’s operations are diverse geographically, with major operations in Europe, North America and the Asia/Pacific Area. AXA Advisors is positioned to offer highly motivated, achievement-driven individuals an opportunity to grow a thriving business. AXA Group’s activities in insurance and wealth management are offered through its principal U.S. subsidiary, AXA Financial, Inc. and AXA Financial’s strong family of brands, including AXA Advisors, LLC, AXA Equitable Life Insurance Company, Alliance Bernstein, and MONY Life Insurance Company AXA Advisors, LLC (NY, NY 212-314-4600) member SIPC, is an Equal Opportunity Employer /F/D/V. Make AXA Advisors your first choice! GE-82007 (02/13)
BB&T (Retail)
www.BBT.com

**Position Type:** Full-time

**Job Title(s) Available:** Community Banking Branch Banker III

**Interviews Open To:** Juniors and Seniors

**Major(s):** All

BB&T is one of the largest financial services holding companies in the U.S. with $188.0 billion in assets and market capitalization of $28.4 billion, as of June 30, 2014. Based in Winston-Salem, N.C., the company operates 1,844 financial centers in 12 states and Washington, D.C., and offers a full range of consumer and commercial banking, securities brokerage, asset management, mortgage and insurance products and services. A Fortune 500 company, BB&T has been recognized by the U.S. Small Business Administration, Greenwich Associates and others.

**Community Banking Branch Banker III**

**Primary purpose:** Responsible for building long-term relationships with clients in-person and by phone. Work to understand client's financial needs and consultatively address by making appropriate product recommendations or referring the client to a financial partner. Manage relationships within the branch and deliver superior quality service in-person or by phone such that client needs are met on a consistent, positive basis. Support all daily operations of the branch, including timely and efficient completion of client transactions while maintaining accurate records and thorough proper handling of all monies assigned. Note: Branch Banker levels I and II will be differentiated primarily based upon experience and branch segmentation. Branch Banker levels I and II will generally be asked to provide basic sales and service support to clients.

**Essential Duties and Responsibilities:** The following is a summary of the essential functions for this job. Other duties may be performed, both major and minor, which are not mentioned below. Specific activities may change from time to time.

1. Serve as primary contact for new account openings and cross-sell other products and services to clients and prospects through proactive and reactive client contact.
2. Support team sales process by acting upon or referring identified client needs to other lines of business (e.g., Retail Loan, Mortgage, Investments, Private Banking, Insurance, Small Business, Merchant Services).
3. Serve as contact for client problem resolution and perform maintenance for current clients regarding deposit, credit, convenience and other products and services.
4. Employ BB&T supported service processes to ensure high-level of client service by performing basic client service maintenance (e.g. account reconciliation, address changes, stop payments, account closings, transfer, processing check orders).
5. Continue to grow in role and support team sales efforts by attending weekly sales, service, and product knowledge meetings.
6. Adhere to internal controls, operational procedures and risk management policies.
7. Responsible for attending applicable training classes and completing computer-based training.
8. Stay abreast of all changes in policies and procedures to ensure compliance with current guidelines.
9. Perform basic teller transaction such as accepting deposits and loan payments, verifying cash and endorsements, cashing checks within limits and obtaining further authorization when necessary, issuing money orders, cashier’s checks and redeeming savings bonds. Perform more complex transactions, with assistance as necessary.

**Required Skills and Competencies:** The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
1. Associate’s degree, or equivalent education and related training
2. Three years of client sales and service experience
3. Excellent interpersonal and communication skills, including a desire to interact with clients and prospects
4. Ability to master personal computer (PC) keyboard and software skills necessary for branch automation
5. Ability to multi-task
6. Ability to speak fluent English
7. Ability to complete Bank training required for Branch Bankers
8. Ability to travel, occasionally overnight
9. Must be SAFE (Mortgage Licensing Act) compliant within 30 days of employment in this role, including new or transfer of registration and applicable NMLS background check which includes meeting applicable financial responsibility, character, credit fitness and criminal background standards. Successful candidates must also meet ongoing regulatory requirements

**Desired Skills and Competencies:**
1. Bachelor's degree
2. Demonstrated ability to handle multiple priorities under time constraints

**BB&T (Leadership and Development Program)**
www.BBT.com

**Position Type:** Full-time
**Job Title(s) Available:** Leadership Development Program
**Interviews Open To:** Seniors
**Major(s):** Business related
The Leadership Development Program (LDP) is a comprehensive, structured, training program that provides future leaders of BB&T with a strong foundation in the financial services industry.

Training focuses on the following concentrations:

1. The Business Banking Concentration provides a foundation in understanding the core principles of Commercial Banking. Training focuses on the fundamentals of financial & credit analysis, commercial lending, credit risk management and business development. Associates may assume positions in client facing roles, sales support, credit analysis, or credit risk management.

2. The Corporate Concentrations may include:

   Corporate Support Functions: Audit Services, Financial Management (Corporate Accounting), Human Systems (Human Resources), Legal Division, Risk Management Organization, Support Services

   Operational Support Functions: Loan Services, Mortgage Lending Administration, Operations

   Other Revenue Generating Functions (excluding Business Banking): Capital Markets, Commercial Finance, Dealer Finance, Wealth Division

Note: Some Corporate Associates may follow a Business Banking training curriculum.

All concentrations have elements of intense classroom and on-the-job training. After successful completion of the training program, associates are prepared for positions with excellent opportunities for advancement. Traditionally, BB&T has two training programs in Winston-Salem, NC each year, one beginning in January, and one in July.

Requirements for Leadership Associates:

The requirements listed below are representative of the knowledge, skill and/or ability necessary for the LDP. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Excellent interpersonal and communication skills
- Strong initiative
- Leadership and sales ability
- Enthusiasm for a career in financial services
- General knowledge of the financial services industry
- Bachelor’s Degree or Master’s Degree (business-related concentrations are desired, along with accounting and/or finance coursework and an average GPA of 3.2+)
- Occasional travel for on-the-job training
- Ability to relocate to locations throughout the BB&T footprint upon program completion

For more information about the BB&T Leadership Development Program, please visit BBT.com/LDP and contact your career services office to learn about our interviews on campus.

BB&T is an Equal Opportunity Employer Minority/Female/Disabled/Veterans. BB&T does not sponsor H1-B Visas for the Leadership Development Program.

**Blackbaud**
www.Blackbaud.com

**Position Type:** Full-time  
**Job Title(s) Available:** Sales

The fast track to a career in software sales begins here! Blackbaud has an outstanding entry-level position with the opportunity for unlimited growth and rapid advancement – but only if you’re a highly motivated team-player who’s willing to prospect potential clients while learning the ropes as an Account Development Representative (ADR). Blackbaud’s cutting-edge financial management and fundraising software programs have helped thousands of nonprofit organizations all over the world exceed their goals and expand their reach. Thousands more can benefit - we just need to show them how. That’s where you come in. Your job as an ADR is to get the sales process moving by making a great first impression over the phone and establishing a solid foundation on which a beneficial, long-term relationship can be built. After gathering as much information about potential clients as possible – including details about key decision-makers, budgets, technology needs and fundraising goals – you’ll explain the features and benefits of Blackbaud’s solutions. Based on the information you collect, our outside sales team will craft a customized software package for each prospect. Your day to day activity as an ADR will consist of calling into existing clients and prospects to pitch Blackbaud’s solutions, campaign planning and analysis and research

**Interviews Open To:** Seniors

**Major(s):** Communications and Business Administration

**BlueCross BlueShield of South Carolina**
www.SouthCarolinaBlues.com

**Position Type:** Full-time
**Job Title(s) Available:** Various

*This employer will only attend the Networking portion*

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**BlueCross Blue Shield of South Carolina (IT Recruiting)**  
www.SouthCarolinaBlues.com

**Position Type:** Full-time  
**Job Title(s) Available:** IT Trainee (Programmer, Systems Support, Network/Server Administrator)  
**Major(s):** IT, Computer Science, Computer Programming and Computer Engineering

*This employer will only attend the Networking portion*

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**Cintas**  
www.Cintas.com

**Position Type:** Full-time  
**Job Title(s) Available:** Management Trainee Route Drivers  
**Interviews Open To:** Seniors  
**Major(s):** Business, Marketing and Sports related

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**City of Columbia Fire Department**  
www.ColumbiaRichlandFire.net

**Position Type:** Full-time  
**Job Title(s) Available:** Probationary Firefighters

*This employer will only attend the Networking portion*

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**www.City Year**  
www.cityyear.org

**Position Type:** Full-time  
**Job Title(s) Available:** AmeriCorps Members  
**Interviews Open To:** Juniors and Seniors
**Major(s):** Any

**Clear Visions Community Services**
www.clearvisioncs.com

**Position Type:** Full-time and part time  
**Job Title(s) Available:** Child Service Professional  
**Interviews Open To:** Juniors and Seniors

**Child Service Professionals** provide children ages 0-21 face-to-face to help with redirection and modeling of appropriate behaviors in order to enhance his or her functioning within their home or community. Additionally, this position may provide family support as well as psychosocial rehabilitation services.

**Colonial Life**
www.ColonialLife.com

**Position Type:** Full-time and Intern  
**Job Title(s) Available:** Actuarial Development Program Professional Development Program Summer Internship Program IT/Technology Internships & Full-Time Roles Underwriting Trainee Contact Center/Client Services Disability Benefits Specialist

**Interviews Open To:** Sophomores, Juniors and Seniors

**Major(s):** Any

**Consolidated Electrical Distributors, Inc.**
www.CEDcareers.com

**Position Type:** Full-time and internships  
**Job Title(s) Available:** Management Trainee, Management Trainee Intern (summer/paid)

**Interviews Open To:** Juniors and Seniors

**Major(s):** Business, Sales, Entrepreneurial, all majors

CED Management Training Program
For those candidates who are energetic self-starters, the CED Management Training Program is a highly structured development course designed to prepare candidates for Profit Center/Sales Management. Throughout the training program, candidates will be exposed to all aspects of the electrical distribution field. This challenging program requires a strong commitment from each participant and encompasses, but is not limited to:

- Electrical Fundamentals
- Supplier Product Seminars
- Inventory Control
- Corporate Administrative Exposure
- Information Technology
- Warehouse Operations
- Counter Sales
- Sales & Interpersonal Skills
- Customer Relations
- Quality Assurance

Your development will be a combination of mentoring with on-the-job, classroom and home study training. Individuals should be self-motivated, sales oriented, geographically flexible and possess an entrepreneurial spirit.

CED Internship Program
For those candidates who are sales-oriented and interested in running their own business one day, the CED Internship Program is a highly structured introductory course designed to give candidates a working knowledge of our electrical wholesale industry. Throughout the Internship, candidates will be exposed to all aspects of the electrical distribution field. This challenging program requires a strong commitment from each participant and encompasses, but is not limited to:

- Warehouse Operations
- Counter Sales
- Sales & Interpersonal Skills
- Corporate Administrative Exposure
- Shipping & Receiving
- Customer Relations
- CED Philosophy of Business
- “Special Projects”

The Internship will be a combination of mentoring and on-the-job training. Special Projects are at the discretion of the Division and/or Profit Center Manager, and may be specific to that Profit Center’s needs, such as a local market analysis. Interested individuals should be self-motivated, sales oriented, and possess an entrepreneurial spirit.

CED is an Equal Opportunity/Disability/Veteran Employer

Enterprise
www.go.enterprise.com
Fastenal
www.fastenal.com

Position Type:  Part-time

Job Title(s) Available: Sales Trainee

The Fastenal Company would like to invite ambitious, hard-working individuals to apply for the position of Sales Trainee PT. Applicants should be able to bring new ideas and improvements to business practices; remain fair, respectful and moral in all situations; and work well both independently and as part of a team.

ABOUT US:
Since 1967 Fastenal has grown from a single store to nearly 2,700 locations, each providing tailored local inventory and personal service for our customers. As we've expanded across the world, we've retained a core belief in people and their ability to accomplish remarkable things - if given the opportunity. From this philosophy stems an entrepreneurial culture that challenges every employee to run their own business, create their own success, and rise up to become company leaders.

As a growth company with a solid financial position, that typically doubles in size every four to five years, we are committed to training, promoting from within, and creating opportunities for our employees. If you have an entrepreneurial spirit and are looking to make your mark as part of an elite growth company, you won't find a better fit than Fastenal.

OVERVIEW:
Working in the role of part-time Sales Trainee, you will have the opportunity to balance formal training with real-world experience running a store and working with customers. It's a great way to learn the ropes of our fast-paced industry and potentially transition into a full-time sales position.

TRAINING PROGRAM:
The training experience includes hands-on, on-line, and classroom training offered through our corporate university. The training program for current employees who are promoted into these positions will vary based on prior experience with the company.

RESPONSIBILITIES:
The duties and responsibilities of this position include, but are not limited to:
o Assisting with sales/customer service  
o Managing inventory  
o Placing and fulfilling orders  
o Performing local sales calls and deliveries with company vehicle

POSITION QUALIFICATIONS:  
The skills and qualifications required for this position include:  
o 18 years of age or over  
o A strong aptitude for sales and desire to earn salary plus commission after the training period  
o A valid driver's license and the ability to meet our driving record requirements  
o The ability to demonstrate Company values of Innovation, Teamwork, Ambition, and Integrity  
o Strong computer skills and math aptitude  
o The ability to lift, slide and lower packages that typically weigh 25lbs-50lbs and may weigh up to 75lbs  
o Possess or are working towards an Associate's Degree in Business/Marketing OR have equivalent industry experience and knowledge of the local market  
o Ability to pass the required drug test (applicable in the US, Puerto Rico, and Guam ONLY)

First Citizens Bank  
www.firstcitizensonline.com

Position Type: Full and part-time  
Job Title(s) Available: Telephone Bankers and Collections Specialists  
Interviews Open To: Rising Sophomores, Juniors and Seniors  
Major(s): Any

Gel Group, Inc.  
www.gel.com

Position Type: Full-time, Part-time  
Job Title(s) Available: Analyst in Training, Chemist-in Training, Project Manager Assistant – all are positions for which GEL hires, but positions may not be available at the time of career fair.

Project Manager Assistant

Position Description/Responsibilities:

- Perform client sample receipt, login, and review.  
- Prepare bottle kit requests.  
- Prepares letters for Project Manager’s review and signature.  
- Assists in subcontracting of samples to other laboratories.  
- Assists in preparation of reports and narratives as required.
- Communicates with external customers as required to meet Project Management needs.
- Assumes role of Project Manager “back-up”, during Project Manager absence.
- Performs other Project Manager support duties as assigned.

**Typical Education and Experience:**
- Associates Degree (with course work in chemistry preferred) or equivalent experience.
- Excellent computer/clerical skills.

**Skills:**
- Basic math and chemistry skills
- Computer skills (including word processing and spreadsheet)
- Basic knowledge of environmental laboratory methods and processes
- Excellent interpersonal and written communication skills
- Data evaluation and organizational skills
- Time management skills

**Working Conditions:**
This position may require constant standing, precise hand/eye coordination and finger/hand manipulations; potential exposure to chemicals and to hazardous and/or radioactive materials. Safety equipment is provided and use is mandatory.

This position description is intended to provide a general guideline of the requirements, duties, and responsibilities for this position. It is not intended to be an all-inclusive description of the positions, nor is it intended to place limitations on the position. As with all positions in the company, the successful employee will constantly look for ways to contribute to the well being of the company, and thereby to their own well-being and success in their own professional career.

**Analyst – In-Training**

**Summary:** This position is responsible for support of various laboratory functions. The duties of this position represent routine procedures that are carried out independently.

**Attributes/Responsibilities:**
- Demonstrates and supports core values.
- Conducts basic procedures that support other operations in the laboratory.
- Prepares lab ware for procedures.
- Performs standard operations procedures (e.g. aliquoting and digestions)
- Performs data entry activities.
- Operates basic laboratory instrumentation and equipment.
- Follows written and verbal instructions.
- Performs other duties as assigned.
Typical Education/Experience Required:
- Bachelors of Science in a science discipline

Working Conditions:
This position may require constant standing, precise hand/eye coordination and finger/hand manipulations; potential exposure to chemicals and to hazardous and/or radioactive materials. Safety equipment is provided and use is mandatory.

This position description is intended to provide a general guideline of the requirements, duties, and responsibilities for this position. It is not intended to be an all-inclusive description of the positions, nor is it intended to place limitations on the position. As with all positions in the company, the successful employee will constantly look for ways to contribute to the well being of the company, and thereby to their own well-being and success in their own professional career.

Chemist – In-Training

Summary: This position performs complex analytical procedures using specialized instrumentations. Position requires proven proficiency in a particular area of operation. Works independently with minimal supervision and has the ability to solve problems of method and instrumentation.

Principal Skills:
- Demonstrates and supports core values.
- Conducts basic procedures that support other operations in the laboratory.
- Performs standard operations procedures (e.g. aliquoting and digestions)
- Operates basic laboratory instrumentation and equipment.
- Follows written and verbal instructions.
- Performs other duties as assigned.
- Follows complex procedures and operations
- Demonstrates consistent, reliable performance
- Works effectively as part of a team or independently
- Exhibits organizational skills and attention to detail
- Demonstrates analytical math and computer skills
- Meets production goals
- Accepts special tasks as assigned
- Possesses strong verbal and written communication skills

Typical Education and Experience:
- Bachelor of Science or Arts degree, preferably in a science discipline, with 1 year of applicable laboratory experience.
**Working Conditions:**
This position may require constant standing, precise hand/eye coordination and finger/hand manipulations; potential exposure to chemicals and to hazardous and/or radioactive materials. Safety equipment is provided and use is mandatory.

This position description is intended to provide a general guideline of the requirements, duties, and responsibilities for this position. It is not intended to be an all-inclusive description of the positions, nor is it intended to place limitations on the position. As with all positions in the company, the successful employee will constantly look for ways to contribute to the well being of the company, and thereby to their own well-being and success in their own professional career.

**Interviews Open To:** Seniors
**Major(s):** Chemistry, Biology and Physics

*This employer will only attend the Networking portion*

**Grace Management**
www.gracedirect.com

**Position Type:** Full-time
**Job Title(s) Available:** Territory Managers
Position Description: There are basically outside sales positions in different parts of the country. Territory Managers are responsible for representing our four brands to independent retailers in their specific territories, servicing existing customers and opening new customer accounts.
**Major(s):** Any

**Hope Reach**
www.projecthopesc.org

**Position Type:** Full-time and part-time
**Major(s):** Psychology and/or education

Hope Reach is a non-profit organization that provides ABA (Applied Behavior Analysis) therapy to children with autism. We are looking for energetic and responsible individuals who are interested in gaining knowledge of working as a therapist and/or working with children with autism. No prior experience is required. Hope Reach is based out of woodruff, but we provide in home therapy as well as center based therapy in a variety of locations in the upstate area.
We are currently hiring for both full time and part time positions. Hope Reach provides flexibility schedules and has opportunities for promotions as well as continuing education through our partnership with Florida Institute of Technology. Check out our website for more info as well as an application: http://www.projecthopesc.org/. If you have any questions, please feel free to contact careers@projecthopesc.org.

**JEAR Logistics**  
www.JEARLogistics.com

**Position Type:** Full-time and Internships  
**Job Title(s) Available:** Logistics Executive: 100% Inside Sales position with a 3PL logistics company. Privately held. Entry level opportunity with unlimited earning potential.  
**Major(s):** Business Management, Communications

*This employer will only attend the Networking portion*

**Lutheran Volunteers**  
www.lutheranvolunteercorps.org

**Position Type:** Full-time  
**Major(s):** Any

Lutheran Volunteer Corps is a faith-based, full-time service and leadership program operating in 13 cities across the United States. Our mission is to unite people to work for peace with justice. We do this by placing Volunteers in full-time positions at social justice organizations for one year. All our volunteers live together in community and practice simple and sustainable living. LVC offers all Volunteers housing, health insurance, two weeks’ vacation, a modest living stipend and additional training throughout the year. We have 145 positions available for the 2015-16 program year. LVC Volunteers serve in such areas as AIDS/HIV, addiction and recovery, anti-racism, children and youth, community development, education, employment, the environment, food and hunger, LGBTQ rights, health care, housing and homelessness, immigration and refugees, international solidarity, legal assistance, peace, and more

**MetLife GTO**
Position Type: Full-time and Intern
Job Title(s) Available: -Software Developers -Network & Infrastructure Engineer -Database Analyst -Business Systems Analyst
Major(s): Computer Science, Computer Engineer, Information Systems, Math

Penske Truck Leasing
www.gopenske.com/careers

Position Type: Full-time
Job Title(s) Available: Sales and Operations Management Trainees
Major(s): All

Prudential
www.Prudential.com

Position Type: Full-time and Interns
Seeking: Financial Professional Associate (Positions are in Mt. Pleasant, Columbia and Myrtle Beach)
Position Description: The Financial Professional Associate position is a sales position with The Prudential Insurance Company of America selling insurance and financial services. Financial Professional Associates participate in a comprehensive development program, developing product knowledge, and selling experience while offering appropriate insurance and investment products to help clients meet their financial goals.

After the training and development program, many will continue to be financial services generalists, assisting clients with a range of insurance and investment needs; others will go on to develop a specialty, such as fee-based financial planning, insurance for business needs, or estate planning needs.

It is important that Financial Professional Associates be capable of mastering the complexities of the job, continually learning new products, information, and approaches. As our representative, the Financial Professional Associate must have a full understanding of all our products and be able to recommend to customers the appropriate solutions that are in the interest of the customer. The end result of the Financial Professional Associate’s work is to develop long-term relationships between us and the policyholder that will impact the personal welfare of many people.

Overall Duties and Responsibilities
- Sell insurance and investment products
- Solicit new customers through approved techniques and methods
- Conserve existing insurance and investments products
- Service the insurance and investment needs of all owners of policies issued or offered by Prudential Financial companies.

The Financial Professional Associate’s general duties include the responsibility to:
- Prospect for clients, develop insurance and investment programs and make sales presentations regularly for a broad range of life and non-life insurance contracts and financial products and services sold by Prudential Financial companies.
- Propose insurance and investment products appropriate to the applicant’s needs and ability to pay.
- Make the necessary adjustments in the policyholder’s portfolio in light of changes in the policyholder’s needs. Although many transactions are handled by the Customer Service Office, a Financial Professional Associate should understand how to provide services, such as processing loans, surrenders, changes in beneficiary, claims, policy options, and the like, as well as being able to explain to customers the effect of these transactions.
- Maintain in force the existing insurance and investments products of clients, secure the reinstatement of insurance that has lapsed, and perform all the duties incident to the care and conservation of the business assigned by Prudential. This may apply to all policies, whether or not the insurance was originally sold by the Financial Professional Associate.
- Maintain records of account, and render when required, on forms provided by Prudential, a report of all business transacted and complete accounting of all monies received on behalf of Prudential Financial companies.
- Conform to and abide by the procedures, rules and requirements of Prudential Financial companies, of regulatory bodies, and the state or states where the Financial Professional Associate operates.

Required Skills, Knowledge and Experience
The Prudential Insurance Company of America, one of the Prudential Financial Companies, is looking for men and women who are ready for a rewarding career opportunity selling insurance and financial services products... a career committed to making an impact in the lives of the people we touch. We’re seeking individuals with these attributes.
- Customer Service Focused
- Revenue Focused (Sales Influence and Persuasion, Sales Resilience, Sales Initiative)
- Self Confident and Autonomous
- Drive and Initiative
- Responsible and Committed
- Excellent Interpersonal Skills
- Good Business Communication Skills
- Ability to Problem Solve, and develop ideas
- Ability to use basic math skills to problem solve
- Good Critical Thinking
- High school diploma or GED qualification required
**Major(s):** Any

**Recruiting Solutions**  
www.recruitingsolutionsonline.com

**Position Type:** Full-time  
**Job Title(s) Available:** Customer Care Specialist, Records Review Specialist, Administrative Coordinator, Billing Specialist, Publishing Specialist, Data Analyst and Financial Analyst  
**Major(s):** All

**Republic National Distributing**  
www.rndc-usa.com

**Position Type:** Full-time  
**Job Title(s) Available:** Sales Representatives  
**Major(s):** All

**Rock Hill Police Department**  
http://www.rhpdrecruit.com/

**Position Type:** Full-time  

**Job Title(s) Available:** Police Officer I

**Employer/Job Information:** Rock Hill, South Carolina is an award winning city and home of Winthrop University, located twenty-five miles south of Charlotte, NC. The City’s population is just over 60,000. Rock Hill has been recognized nationally for its innovative programs leading to improved candidates for careers in both law enforcement and in non-sworn positions.

All sworn personnel begin their careers in the Patrol Division. This is where the knowledge, skills and abilities required of a police officer are honed to perfection. After successful assignment in Patrol, the officer may be exposed to additional assignments.

**Major(s):** All
SCANA
www.scana.com

**Position Type:** Full-time, Internship, Co-op  

**Job Title(s) Available:** Full-time, Internship, Co-op  

**Major(s):** Business, Engineering, Computer Science  

*This employer will only attend the Networking portion*

Scansource
www.scansource.com

**Position Type:** Full-time and internships  

**Job Title(s) Available:** Inside Sales Representatives, Product Manager, Account Analyst, Professional intern.  

**Major(s):** Business, Computer Science and Math

Sonoco
www.Sonoco.com

**Position Type:** Full-time and internships  

**Job Title(s) Available:** Management Trainee  

**Major(s):** Business and Engineering

South Carolina Department of Public Safety
www.scdps.gov

**Position Type:** Full-time  

**Job Title(s) Available** Applications Analysts II, BPS Officer, State Trooper, Communications Specialist III, DUI Countermeasures Program Coordinator II  

**Major(s):** All  

*This employer will only attend the Networking portion*
South Carolina Department of Social Services/Workforce & Development
www.dss.sc.gov

**Position Type:** Full-time  
**Job Title(s) Available:** Social work, accounting, etc.  
**Major(s):** All

Spartanburg County Sheriff's Office
www.spartanburgsheriff.org

**Position Type:** Full-time  
**Job Title(s) Available:** Detention Officer I, Uniform Patrol Deputy I  
**Major(s):** Criminal Justice, Sociology and Psychology

Target
www.target.com/careers

**Position Type:** Full-time and Internship positions  
**Major(s):** All  
*This employer will only attend the Networking portion*

TMC Transportation
www.tmctrans.com

**Position Type:** Full-time and Internship positions  
**Job Title(s) Available:** Operations; Logistics  
**Major(s):** Business

US Peace Corps
www.peacecorps.gov

**Position Type:** Full-time and Internship positions  
**Job Title(s) Available:** Overseas full-time positions. 27 month programs. All expenses paid.
**Major(s):** All

**Verizon Wireless**  
[www.verizonwireless.com](http://www.verizonwireless.com)

**Position Type:** Full-time

**Job Title(s) Available:** Customer Representative

**Employer/Job Information:** This role handles a high volume of inbound customer calls and is responsible for providing high quality customer service on calls that are generally routine and sometimes unique in nature.

This role is also responsible for conducting Tier 1 troubleshooting when customers require device assistance. This position provides customer service transactions, including but not limited to; equipment troubleshooting, call handling, billing, service and equipment inquiries and all other customer transactions. Handles own customer escalations and minimizes transfers.

**Customer Interactions**  
Listens and responds appropriately in all customer interactions.  
Manage customer relationships by performing the full range of customer service functions.  
Uses common courtesy and discretion to achieve customer loyalty.  
Empathizes and acknowledges customer to create trust and partnership.

**Customer Solutions**  
Uses negotiation and problem solving skills to resolve customer concerns. Utilizes troubleshooting guides and Tier 1 troubleshooting on all calls that require device assistance. Identify and assess customer needs based on interactions. Troubleshoot and communicate technical answers clearly and concisely. Takes accountability for and resolves all customer issues and follow up when appropriate.

**Customer Loyalty & Growth**  
Review all customer account information while on calls to identify and match customer's need with the appropriate product and / or service (e.g., upgrades, adding a line). Utilize tools and resources on every call to make appropriate recommendations to customers. Offers and educates on the benefits of products and services and explains how the recommendations will add value to the customer’s wireless experience. Recognizes bells of churn and responds with effective recommendations.
People and Teamwork
Demonstrates personal commitment to VZW code of conduct and business guidelines in all areas of work. Adheres to attendance guidelines to ensure successful contribution to team’s goals and performance. Demonstrates personal commitment to work effectively and become a valuable member of the VZW team. Flexible and willing to help work on department initiatives as needed.

Qualifications
If you have a passion for people, previous customer service experience and preferably an Associate’s Degree or higher, discover how you can build your career with a company that’s building the future of technology. Learn more about the Customer Specialist career that sparks your interest and apply today.

Waffle House
www.WHcareers.com

Position Type: Full-time
Job Title(s) Available: Unit Managers