
Computer Science Colloquium

Technical Careers in Sales and Marketing

Elroy P. Alderink

V.P., Sales Director - Local Operating Network Products
Motorola Semiconductor Products, Inc.

Wednesday, 8 December 2004

Olsen 503 (Note: room change for this week only)

Talk from 3:00-4:00

Reception to follow in Olsen 311 from 4:00-4:30

Decisions you will be making, as you approach graduation, will be only a small portion of the decisions that you will make throughout your professional career. Even now, you should be preparing and learning what you need to be looking for and to be asking to make the right decisions regarding what company you should work for, what job you should take, and what career you should pursue.

Just after his college graduation and during his first career search, Mr. Alderink learned a lesson that stayed with him during his entire 31 years working for Motorola. He will be sharing that lesson with you in this talk. In addition, he will discuss key elements of corporation politics, “fast tracking,” job opportunities, job and pay advances, company benefits, and related issues during the Q & A portion of his presentation.