Concurrent Session 2:

**Job Placement: The Evolution of Sector-Driven Efforts to Support Career Exploration and Job Placement**

*Worksystems, Inc.*

**Day 1: March 14th**

**Time: 2:15pm - 3:15pm**

Facilitator: **Kisha Toppin**, TA Coach, High Impact Partners
Speaker(s): **Nick Knudsen**, Business Service Manager, Worksystems, Inc.

**Gayle Armstrong**, Career Specialist, Portland Community College
The Evolution of Sector-Driven Efforts to Support Career Exploration & Job Placement

Worksystems
Portland, Oregon

Nick Knudsen, Business Services Manager, Worksystems
Gayle Armstrong, Career Specialist, Portland Community College
Organizing by Sector & Partnering with Employers Works

**Problem:**
How do we increase career exploration and job placement opportunities for America’s Job Center and Ready-To-Work customers?

**Answer:**
Lead with target sectors, provide meaningful ways for employers to engage and create opportunities for job seekers.
Worksystems’ Target Sectors

- Technology
- Manufacturing
- Healthcare
- Construction / Infrastructure
Innovations that Lead with Target Sectors

- Integrated Placement System & Talent Link
- Careers NW
- Career Link & Reboot Network
- Training Cohorts
Innovation #1

Integrated Placement System & Talent Link

Connecting Talent with Businesses

- Job Seekers become Certified Work Ready through Talent Link
- Regionalized Business-Serving Staff
- 1-Stop Staff Connect Work Ready Customers with Business-Serving Staff Expertise and Job Listings
- RTW Coaches Refer Trained RTW Participants for Placement Support
RTW Customer “N”
from Code School to New Career through Integrated Placement

• 39-Year Old English Teacher trained in Computer Programming
• His job search was not working, so RTW Coach referred him to Talent Link
• Worked with his Job Search Navigator
• He was hired as an Associate Software Developer at Zapproved
RTW Customer “L” from Agile Certification to IT Project Manager through Integrated Placement

- 50-Year-Old, Long-Term Unemployed Project Manager unable to find work
- Became an Agile Certified Professional with RTW funding
- Referred to Integrated Placement Staff for additional job search assistance
- She was hired by Kaiser as an IT Project Manager
Innovation #2

www.CareersNW.org

Connects Job Seekers with Job Centers and RTW

- Conduct Market Research & Work with Businesses to Develop a Career Exploration Website dedicated to Target Sectors
- Train Staff to become Sector Experts
- Use Website to Anchor Outreach & Recruitment for Target Sectors & RTW
www.CareersNW.org

There are many industries you may not have thought about that have a shortage of workers and have a willingness to train, or hire people with skills they've gained in other fields. Explore this site for information on the types of jobs most in demand now, what types of people these employers are looking for, and how you can get coaching, training, education and placement at low or no cost.
Where Technology Meets Practicality

Manufacturing plants and factories need more than just people who work on a production line. From office support staff to mechanics, and designers to fabricators, today's jobs in manufacturing include roles you may not have thought of while job hunting.

From small, family-owned shops to large corporations, there are hundreds of jobs and work environments in manufacturing. Manufacturing career options include jobs in assembly, fabrication, production, engineering, maintenance, logistics, management, administration, metalworking, tool and die making, painting, operations, quality control, processing and more.
Technology

25228
2016 Jobs

10047
*New Jobs by 2025

$83650
Average Wage

*The total new jobs number represents new jobs from sector growth as well as replacement openings due to retirements by 2025.

Technology Highlights

As the world becomes more and more dependent on technology, the industry continues to change and grow. Technology is no longer “just for nerds,” it could be just for you—here are some reasons to help you explore why:

- **VARIETY & DIVERSITY**
  From start-ups with big futures to large, multi-national corporations with thousands of employees dotted around the globe and everything in between, the technology industry has job types, products and services, workplaces and culture fits for everyone.

- **GROWTH & DEMAND**
  As the global economy depends more and more on technology, technology job opportunities increase. In the years since the recession, technology jobs came back twice as fast as jobs in other sectors.

- **FLEXIBILITY**
  The end of “office hours,” the ability to work from home wherever that may be, and office environments that encourage bean bags over cubicles, show that flexibility and technology go hand in hand.

- **IMPACT**
  Work in technology can be very meaningful, changing the way the world works by shaping how people communicate, share information, travel, or even order a delivery pizza.
“Technology” is a broad category, watch a few videos to get a look at a variety of jobs included in the field:

**Computer Programmer**

Computer programmers create, modify and test the forms, scripts and code that tell computers what to do.

**Full-Stack Developer**

Take a look at the day-to-day routine of the man behind the machine, full-stack developer Aaron Getzuk.

**Data Analyst**

Take a look behind the scenes of the Intermountain Healthcare employees that keep us running smoothly! Our Data Analyst's work hard each day using data, research, numbers, and demographics to help people live healthier lives possible.

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**START ON YOUR PATH**

- [TRAINING & SUPPORT IN OREGON](#)

**TAKE THE NEXT STEP**

- [TRAINING & SUPPORT IN WASHINGTON](#)
Outreach to Job Seekers

- Drive Job Seekers to Website
- Website connects them with Job Centers and Placement Services
- Recruit Training-Ready Customers to RTW and Other Employment & Training Programs
Careers NW
Job Search and Training Resources

ALL SECTORS
JOB SEARCH AND TRAINING PROGRAMS LINKS

To find out if you’re eligible for these trainings or other support, contact your local OREGON WorkSource office.

REBOOT NW
Training grant to prepare individuals for employment in Manufacturing and Technology. Services include career coaching, tuition assistance and job placement support.

TRAIN OREGON
Train Oregon is WorkSource Oregon's free online skill-building gateway that provides access to thousands of hours of career preparatory and training content. Train Oregon offers manufacturing courses in a variety of areas including Safety, Robotics, Welding, Lean Fundamentals and Leadership.

MANUFACTURING CAREER BRIDGE
Training program will prepare youth ages 16-25 for entry-level employment in manufacturing and culminates in a paid manufacturing internship.

TECH RISE
Training grant designed to provide young adults age 17-29 innovative training services, one-on-one advising, and support to gain employment in and advance to new positions in the manufacturing and technology industries.

TALENT LINK
Get individualized job placement assistance, priority access to work-based training opportunities and job referrals.

work systems
Innovation #3

Reboot NW Career Link & Reboot Network

- Strengthens Business Partnerships
- Helps RTW Job Seekers Build Sector Knowledge & Networks
- Specifically Designed for Worksystems’ RTW Program (Reboot NW)
- Target Sectors: Software / IT and Manufacturing
Reboot NW
Career Link

- Two-week Career Exploration Bootcamp featuring Employer Site Visits & Guest Speakers
- 50 – 60% of RTW participants take class
- Portland Metro Career Link results through December 2017:
  
<table>
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<th>Category</th>
<th># Career Link Courses</th>
<th>Number of Participants Served</th>
<th>Number of Participants Completed</th>
<th>Customer Satisfaction Rating</th>
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<td>Career Link Outcomes</td>
<td>29</td>
<td>273</td>
<td>245 (90%)</td>
<td>22/22 (100%)</td>
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- Video:
  [https://www.youtube.com/watch?v=kQxp43C2mdA](https://www.youtube.com/watch?v=kQxp43C2mdA)
ReBoot NW Career Link
Multnomah County
ReBoot your career with this 2 week intensive course!
**Exclusively for ReBoot NW grant participants**
When: March 5th – 16th, 9:00 AM – 3:00 PM

Course Highlights:
- Guest Speakers
  - Recruiters
  - Industry Professionals
  - HR Representatives
  - Training Providers
- Industry Company Visits
- Mock Interviews
- Company Research
- Networking Practice
- And much more!!!
The Reboot Network

• Curated Sector Events and Meet-Ups for RTW Customers
• Monthly Menu of Networking Opportunities in Target Sectors
• Connecting current Reboot NW Participants with Employed Alums
• Online Tools for Sharing Resources (LinkedIn, Google Groups)
Reboot Network Connects RTW Participants with Important Industry Events

Portland Metro ReBoot Northwest Quarterly Event

Thursday and Friday, April 5th & 6th, 2018
from 8:30am-4:30pm

Held at Portland State University’s Viking Pavilion
930 SW Hall St. Portland, Oregon

A Global Tech Conference on the Upper Left Coast!

Join the ReBoot Network at the 7th annual TechfestNW. Explore the latest trends and technologies, listen to expert guest speakers, attend workshops, and watch start-ups compete for capital with PitchfestNW.

Core Themes:
- Health Tech
- Food Tech
- Smart Cities, Smart Transit
- Inclusivity in Tech Culture

Tickets are normally $180 but will be provided for FREE by ReBoot NW - RSVPs and strong commitment are needed! Tickets are only available to participants currently enrolled in the Reboot NW Grant.
ReBoot NW Monthly Mojo
Tuesday, January 16th from 9:30am - 12:00pm
Held at PCC Metro Workforce Training Center (computer lab room 202) at 5600 NE 42nd Ave Portland, OR 97218

Topic: Shine Like a LinkedIn Star
- Get the most from LinkedIn for your job search – 87% of recruiters use it
- Spiff-up your personal profile in this hands-on workshop
- Learn how to use the networking features
- Enjoy coffee and snacks - get your *mojo* on!

Presenters: Bryant Royal, ReBoot NW Career Link Instructor and Wendy Lebow, ReBoot NW Career Coach

To sign up for the event: https://www.eventbrite.com/e/monthly-mojo-shine-like-a-linkedin-star-tickets-41063283386

Event Contact: Wendy Lebow – Worksource East

Electronic Manufacturers Assoc. – January Networking & Social Kickoff
Thursday, Jan. 25th, 2018 from 5:00pm – 7:00pm
Event held at Hayden’s Lakefront Grill, 8187 Tualatin-Sherwood Road Tualatin, OR 97062

Celebrate the new year with the EMA!
- Everyone is welcome - whether you’re new to the electronics manufacturing industry, or have been part of the EMA or ERA for years
- The event starts at 5:00PM, with announcements about EMA leadership, upcoming events, and 2018 agenda
- Meet new members, bring friends, and mingle with manufacturers and reps
- Forge deeper connections with other ReBooters

To sign up for the event:
Only 10 spaces available - first come, first serve.
Send an email to rebootnwcareerlinkpdx@gmail.com to RSVP. Will follow up with event and registration details.
RTW Customer “S”
from Career Link Employer Site Visit to Employment

- 29-Year-Old Long-Term Unemployed stay-at-home parent after layoff
- Participated in tour of Salesforce with his Career Link class, honored to visit his dream job and dream employer
- Reboot NW Coach advocated for “S” with Salesforce Manager
- He has been employed at Salesforce since 2016
RTW Customer “T” from Reboot Network Event to Employment

- 66-Year Old, Long-Term Unemployed Software Engineer
- Attended a STEM Job Fair with the Reboot Network Group
- Met a Recruiter there who remembered him from two years before
- He was placed at CompuCom because of his programming languages
Innovation #4

Training Cohorts

• Increase Enrollment in Training & Employment Programs
• Strengthen Business Partnerships
• Reduce the Time from Training to Placement
Sample Cohort: IT-Ready

CompTIA’s Creating IT Futures Program

• 8-Week Cohort; Preparation to earn a CompTIA A+ Certification
• Employer sponsors identified at outset
• 3 cohorts to-date (1 underway) and more planned

RTW Results To-Date:

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<th>Spring ‘17</th>
<th>Fall ‘17</th>
<th>Winter ‘17</th>
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<td># Enrolled</td>
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<td>7 = 100%</td>
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<td>8</td>
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<tr>
<td># Earned Credential</td>
<td>6 = 86%</td>
<td>5 = 100%</td>
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<tr>
<td># Already Employed IT</td>
<td>4 = 57%</td>
<td>3 = 60%</td>
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ABOUT THE COURSE

IT-Ready is nationally recognized and highly-valued by employers. IT-Ready gives people baseline knowledge and skills to launch a successful IT career, and most students find paid work within 4 months of graduating. IT-Ready is provided by WorkSource Portland Metro and Creating IT Futures. Candidates must meet training eligibility AND be enrolled in eligible WorkSource programs.

WHEN

This intense 8-week full-time IT-Ready training begins May 21, 2018, training takes place M-F (9:00 am - 4:00 pm). Upon referral by career coach, applications are due by 5pm on April 2.

WHERE

Training will take place at:
CENTRL Office - Pearl
1355 NW Everett St, Portland, OR 97209

WHAT YOU’LL LEARN

Trainees work toward the CompTIA A+ certificate to secure an entry-level position in information technology. Curriculum includes operating system installation and upgrading; installing and imaging virtual machines; data storage; peripheral devices; safety and maintenance; assembly and disassembling of hardware; computer networking; Internet security; and troubleshooting.
RTW Customer “B”
From A+ Certification To Employment

• 32-Year-Old US Navy Veteran, laid off from a Field Service Tech job
• Wanted to change careers into IT
• Completed IT-Ready and earned his CompTIA A+ Certification
• He was offered a job as a federal Computer Network Support Tech
RTW Customer “R”
From A+ Certification To Employment

- 44-Year old Software Tester/ Analyst with Customer Service experience
- Difficult job search; Wanted to move into IT career
- Earned her A+ Certification in Reboot through IT-Ready Training
- She accepted an offer for a Tech Support job at Tokyo Electron America
Organizing by Sector & Partnering with Employers Works

Questions?