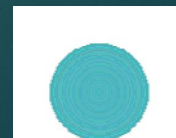
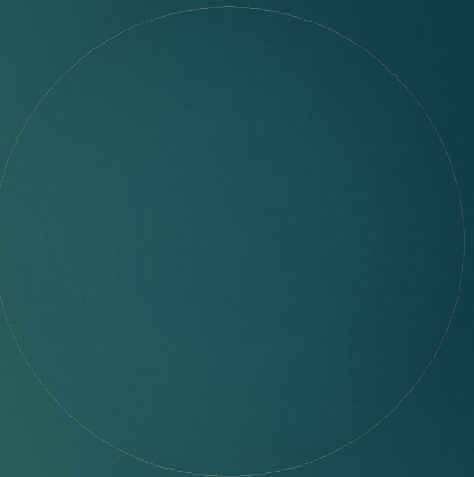
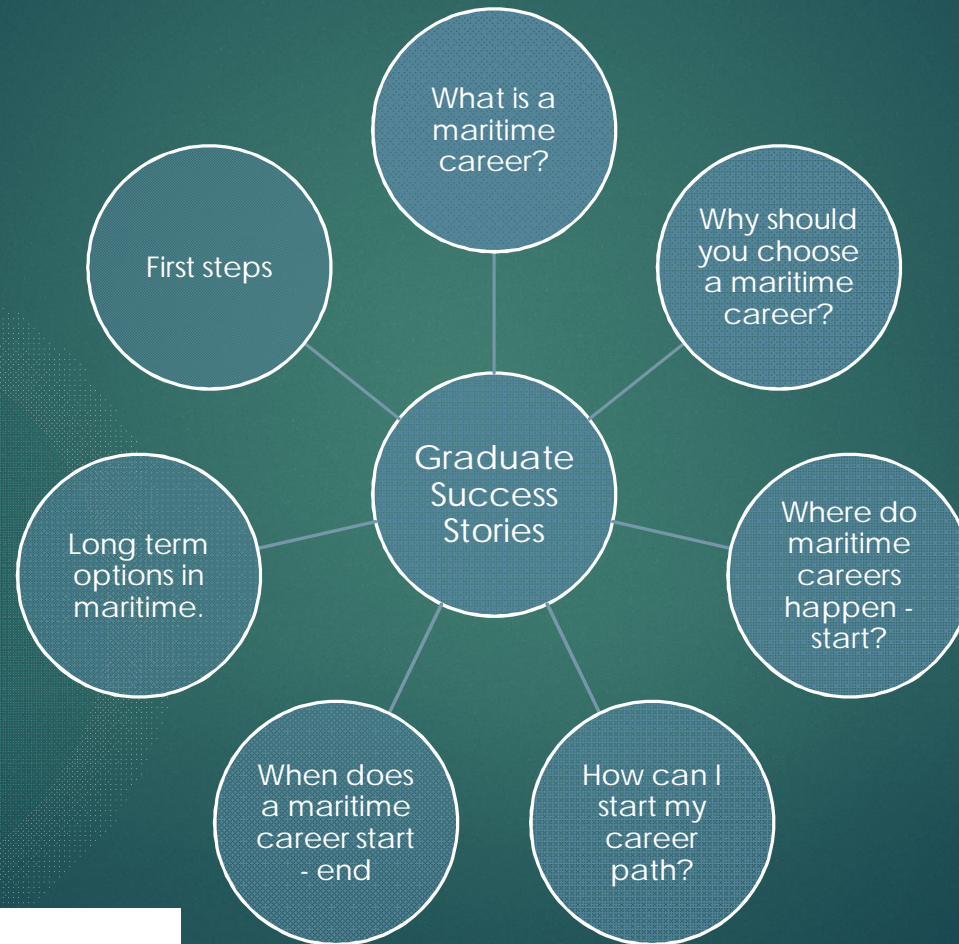




Maritime Careers

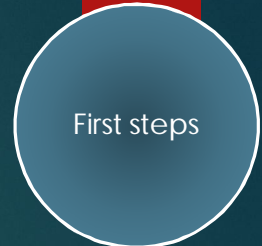


The Maritime Pathway Circle

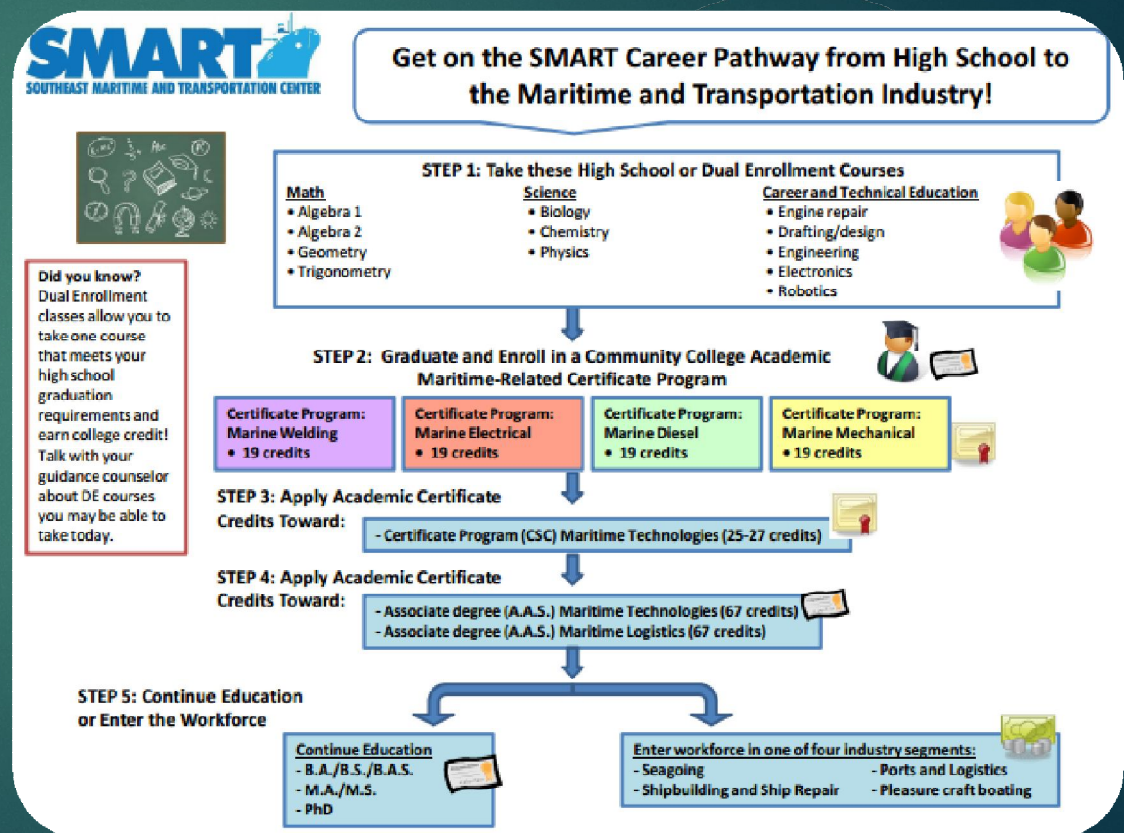


First steps

- ▶ This Chart helps to visualize where a student can go if they keep to a set track.
- ▶ Located at maritime-technology.org under the current label.

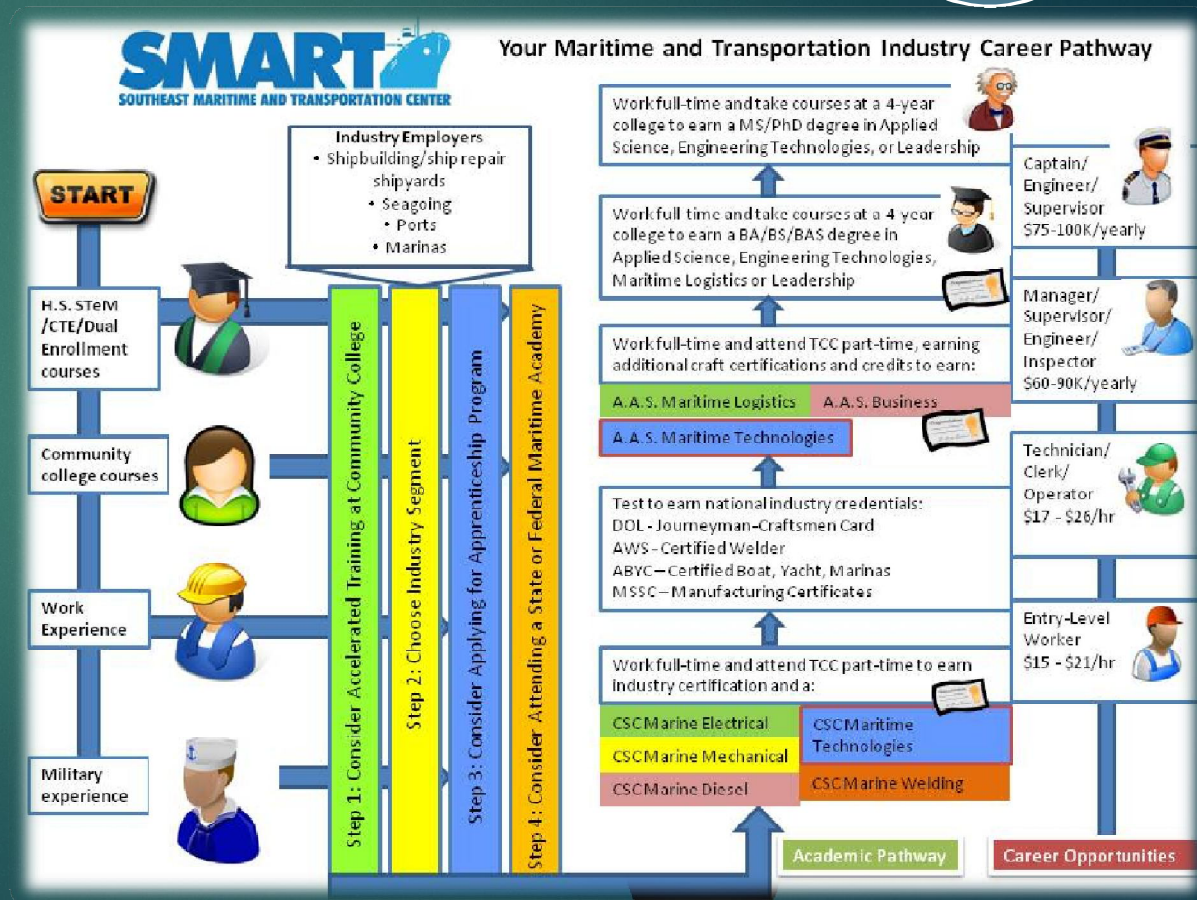
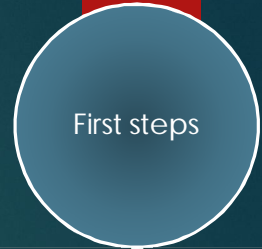


Download a copy of the "SMART Pathway into the Maritime and Transportation Industry" pathway to share with your students.



First steps

- ▶ This next chart gives another optional pathway to be considered from SMART.
- ▶ This can be located on their website: maritime-technology.org



What is a maritime career?

What is a maritime career?

- ▶ A Maritime Career is anything in relation to Ship construction & repair, Pleasure Craft Industry, Ports and Logistics and Sea Going/Vessel Operations opportunities.
- ▶ Information for Students as well as Educators / Coaches can be found at: <http://www.maritime-technology.org/education>



4 Maritime Career Categories

Sea Going/Vessel Operations
Ship Building / Repair
Ports/Logistics
Pleasure Craft

Why should you choose a maritime career?

Why should you choose a maritime career?

- ▶ Maritime careers have many things to offer
 - ▶ Job security
 - ▶ Great pay for work
 - ▶ Advancement opportunities
 - ▶ Advancement Academically (Select careers)



Why should you choose a maritime career?

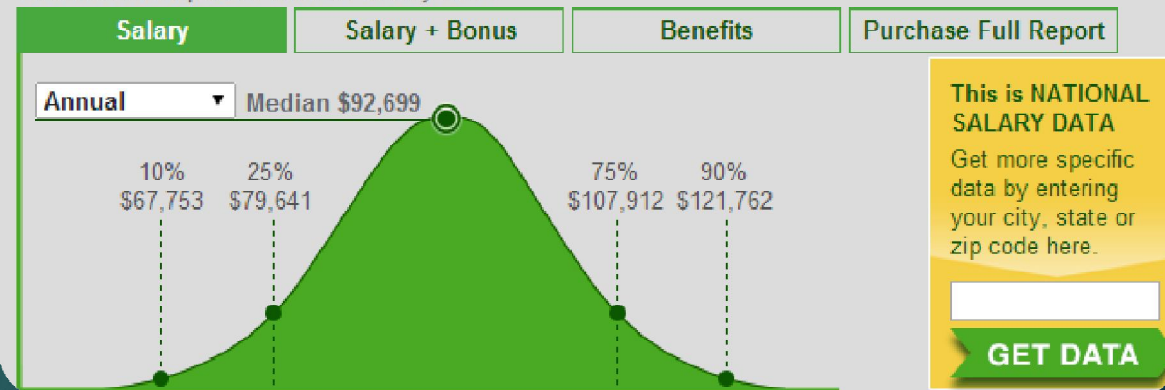
Why should you choose a maritime career?

- ▶ Salary for a Logistics field in the Maritime Industry.
 - ▶ <http://www1.salary.com/Supply-Chain-Manager-Salary.html>

- ▶ The graph shows the range of salaries in the Logistics field.

This chart describes the expected percentage of people who perform the job of Supply Chain Manager in the United States that make less than that annual salary. For example the median expected annual pay for a typical Supply Chain Manager in the United States is \$92,699 so 50% of the people who perform the job of Supply Chain Manager in the United States are expected to make less than \$92,699.

Source: HR Reported data as of July 2014



Where do maritime careers happen - start?

Where do maritime careers happen - start?

- ▶ Maritime Careers are everywhere, it is up to the individual as to where they want to go. A list of options can be found on the SMART website:
 - ▶ <http://www.maritime-technology.org/transition-training-and-job-locator/>
- ▶ Students have a few options when starting there Maritime career.
 - ▶ They can start on the academic route in Business, Economics or Logistics.
 - ▶ They can start in a trade such as Welding, Electrical, Mechanical, etc.
 - ▶ They can start by going right into the workforce and work up through the company, or gain specialized training through there company if offered.



Where do maritime careers happen - start?

Where do maritime careers happen - start?

- ▶ What career paths do colleges have in the Maritime Industry?
 - ▶ Industrial Technologies & Trade classes: ESCC / TCC / AACC
 - ▶ Business Management Logistics and Supply Chain: AACC
- ▶ Available Apprenticeships & Employers?
 - ▶ Huntington-Ingalls, Newport News Shipyard
 - ▶ BAE Systems
 - ▶ Oceaneering International



How can I start my career path?

How can I start my career path?

- ▶ This step will vary with each student, the most important thing is to get to know the student.
- ▶ Is this student trade based, academic, a mix of both? What are they interested in? Do they have any background related to Maritime? Age? Location?

These are just the first questions the student and the Career Coach need to answer to find the best fit in industry for the student.

- ▶ Many times a student will be strong in both academics and a trade, but won't understand the relationship between the two because of stigma.
- ▶ Other trade based students fear the academic world because they automatically think of the traditional classes. They are unaware of the Industrial companies that offer tailored academic training and classes for trades.



How can I start my career path?

How can I start my career path?

- ▶ For a student:
 - ▶ Find out what Maritime is.
 - ▶ Talk to a Career Coach or an Instructor in a trade or Maritime department.
 - ▶ Find what interests you and what you enjoy doing. This will start a foundation for your pathway.
 - ▶ Meet regularly with your selected advisor about your progress.
 - ▶ With each meeting give them an update on what you have learned, enjoyed doing, or found a new interest in.
 - ▶ Ask questions about opportunities related to your studies: internships, part-time employment, volunteer work, etc.
 - ▶ Don't leave the research to your advisor, do some research of your own.
 - ▶ Bring your advisor the information you have found. It could not only benefit you, but a future student



How can I start their career path?

How can I
start my
career
path?

- ▶ For Instructors, advisors and Career Coaches:
 - ▶ Find out what Maritime is.
 - ▶ Understand all aspects to the Maritime Industry so that you have the ability to answer a students questions or have the resources available to find the answers you don't have off hand.
 - ▶ TALK TO INDUSTRY!
 - ▶ This could be the most important thing you can do. Having a healthy relationship with industry creates a pathway for current, detailed and credible information for you and your students.
 - ▶ This also allows you to know exactly what industry is looking for in their current job market, allowing you to help a student tailor their focus on a specific pathway with a clear job opportunity in mind.
 - ▶ Meet regularly with your Student.
 - ▶ Get to know them, and how they are progressing. Are they in the right program for the job they want? Is there a place they would be better suited based on there interests and grades?
 - ▶ If they decide have them go to Virginia wizard and let them see where there are according to an assessment.



When does a maritime career start - end

When does
a maritime
career start
- end

- ▶ Your career starts with your education.
 - ▶ Starting in a Maritime academic program, an apprenticeship, or employment with on the job training. All have education that can be offered to you.
- ▶ Starting in Academics:
 - ▶ Starting in a technical program at a college allows students a glimpse into the Maritime Industry.
 - ▶ They can try different avenues to find their niche.
- ▶ Starting in an Apprenticeship:
 - ▶ Allows for tailored instruction, academics, and one the job training with the benefits of being paid.
- ▶ Starting out with an employer:
 - ▶ Starting with a company allows them to get to know you and your work ethic.
 - ▶ Some people start out at a company and years later decided to become an apprentice or go to school to better their position. Often times the company pays for this education or training.



When does a maritime career start - end

When does a maritime career start - end

- ▶ Your Maritime career ends where you decide.
 - ▶ Many companies in the Maritime industry encourage career progression, so you set your limits.
 - ▶ Each Maritime career has its starting salary and the ending salary as one progresses.
 - ▶ The average starting is around 35K: this is for Technicians, tradesmen, apprentices
 - ▶ The average ending salary is around 80-95K: this is for Management positions, and higher level Logistics.
 - ▶ Note: There are a few that end up higher than the end rate, and lower at the starting depending on where they start. This is the average.
- ▶ Many Apprentices start out in a trade. With education and training many move up through management with advanced degrees.
 - ▶ Progressing up the ladder through employment is also possible, but much more difficult without some education. Many will seek a degree through their own time in order to progress.



Ship Building & Repair Employers

When does
a maritime
career start
- end

- ▶ BAE Systems Ship Repair (<http://www.thisismyshipyard.com/our-jobs/>) also has locations in Florida, Alabama, California, and Hawaii
- ▶ Colonna's Shipyard (http://www.colonnaship.com/COLONNASHIPUP/EMP_OPENINGS.html)
- ▶ Davis Boat Works (<http://www.davisboat.com/>)
- ▶ General Dynamics NASSCO-Earl Industries (<http://www.nasscoearl.com/>)
- ▶ General Dynamics NASSCO-Norfolk (<http://www.memach.com/>)
- ▶ Huntington Ingalls Industries (<http://www.huntingtoningalls.com/careers/search>) - also has locations in Louisiana, Mississippi,
- ▶ Lyon Shipyard (<http://lyonshipyard.com/>)
- ▶ MHI Ship Repair & Services (<http://www.mhi-shiprepair.com/employment/postings.php>)
- ▶ Newport News Shipbuilding - Huntington Ingalls Industries (<http://nns.huntingtoningalls.com/>)
- ▶ Norfolk Naval Shipyard (<http://www.navsea.navy.mil/shipyards/norfolk/Careers/Apprentice.aspx>)
- ▶ Technico Corporation (<http://www.tecnicoorp.com/employment/>) - also has locations in California, Florida, Pennsylvania, and Alabama



Long term options in maritime.

Long term options in maritime.

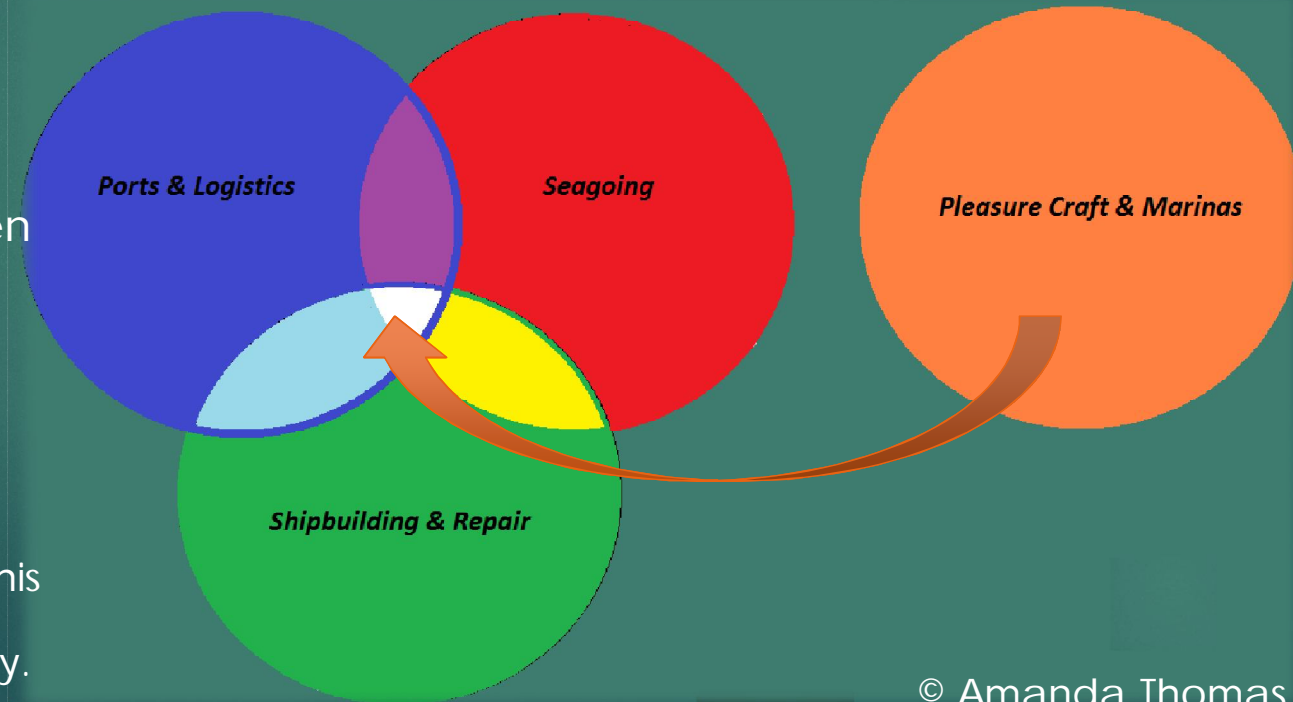
- ▶ “In times of war we will build ships, and in times of peace we will maintain those ships.” - BPL
 - ▶ Maritime Industry might not always thrive, but they never go away. This is the security of the Maritime world.
- ▶ The Port of Virginia who is responsible for cargo transport will always need:
 - ▶ Logistic specialists
 - ▶ Trades
 - ▶ Captains / pilots
 - ▶ Riggers
- ▶ The Port needs all these, and more to continue business, and fall under 3 of the 4 maritime categories making them even more indispensable to the economy. [Port & Logistics / Shipbuilding & Repair / Seagoing]



Long term options in maritime.

Long term options in maritime.

- ▶ This diagram shows the long term relationship of the 4 Maritime Pathways.
- ▶ Ports & Logistics, Seagoing and Shipbuilding & Repair exist together because of Industry needs.
- ▶ Pleasure Craft vessels can be seen as an optional item.
 - ▶ However all the careers in the Pleasure craft Industry still have longevity because of the other 3 Pathways.
 - ▶ Pleasure crafts might not be a necessity, but the employees in this category are, and in hard times can relocate to another category.



© Amanda Thomas

Graduate Success Stories:

Mason Karafa

Graduate
Success
Stories

- ▶ Mason started out Welding at Arcadia High School through the Badger Program, while taking welding classes at ESCC.
- ▶ He kept up his grades, worked on his welding trade, as well as playing sports for his High School Team.
- ▶ IN 2011 Mason participated in SkillsUSA Welding Competition
 - ▶ Placed 1st in SkillsUSA Regional Welding Competition.
 - ▶ Placed 1st in SkillsUSA State Welding Competition.
 - ▶ Placed 19th out of 52 in SkillsUSA National Welding Competition.
- ▶ Mason is now a Newport News Apprentice in the Welding division.
 - ▶ He will finish his Apprenticeship in 2015 and is making steps to progress up the ladder in his department.



Graduate Success Stories:

Robb Borowicz

Graduate
Success
Stories

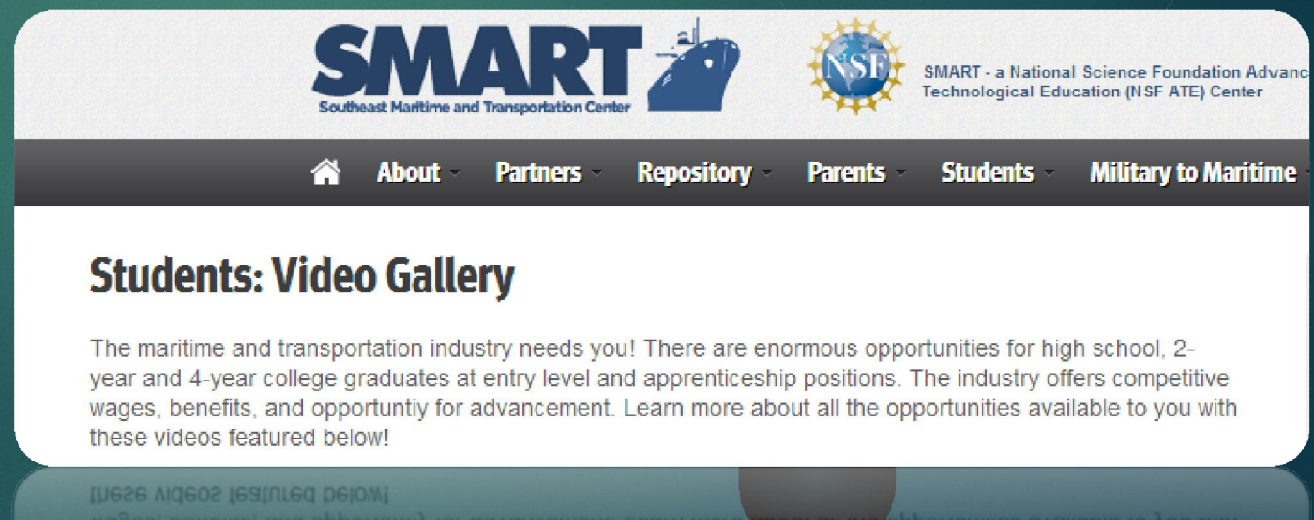
- ▶ Robb started out Welding at Arcadia High School through the Badger Program, and took a night Welding class at ESCC.
- ▶ He kept up his grades, worked on his welding trade, as well as playing sports for his High School Team.
- ▶ IN 2012 Robb participated in SkillsUSA Welding Competition
 - ▶ Placed 1st in SkillsUSA Regional Welding Competition.
 - ▶ Placed 1st in SkillsUSA State Welding Competition.
 - ▶ Placed 30th out of 52 in SkillsUSA National Welding Competition.
- ▶ Robb is now a Newport News Apprentice in the Welding division.
 - ▶ His plans are to earn his Engineering Degree after his Apprenticeship.



Success Stories

Graduate
Success
Stories

- ▶ BAE Systems – A SMART Partner
- ▶ <https://www.youtube.com/watch?v=glkw7JoYTeo>
- ▶ Look for the heading: Students with the sub-category Videos at www.maritime-technology.org



The screenshot shows the SMART website's navigation and content. At the top, the SMART logo (Southeast Maritime and Transportation Center) and the NSF logo (National Science Foundation) are displayed. Below the logos is a navigation menu with the following items: Home, About, Partners, Repository, Parents, Students, and Military to Maritime. The main content area is titled "Students: Video Gallery" and contains the following text:

The maritime and transportation industry needs you! There are enormous opportunities for high school, 2-year and 4-year college graduates at entry level and apprenticeship positions. The industry offers competitive wages, benefits, and opportunity for advancement. Learn more about all the opportunities available to you with these videos featured below!

Condensed pathway options (Using material from the presentation)

- ▶ Option 1:
 - ▶ Enroll in a College curriculum / meet advisor
 - ▶ Meet regularly with advisor and workforce career coach
 - ▶ Look at options you found or that others found for you
 - ▶ Explore all options given and evaluate for yourself the top 4 you'd like to go
 - ▶ Optional: access yourself on Virginia wizard and compare it to what you enjoy in your curriculum
 - ▶ Plan for employment
 - ▶ Build a resume, have mock-interviews, research the companies you are applying to.



Condensed pathway options

- ▶ Option 2:
 - ▶ Enroll in a College curriculum / meet advisor
 - ▶ Have a set goal for employment in mind
 - ▶ Take select classes that will help you earn the job
 - ▶ Focus on the few select courses and apply what you can to the employer
 - ▶ Update your resume, schedule a mock-interview if you are rusty
 - ▶ Apply for the job
- ▶ If you are not employed simply go back to the career coach and work on a secondary plan.
 - ▶ Finish the degree you started?
 - ▶ Go to the next employer on your list



Condensed pathway options

- ▶ Option 3:
 - ▶ Apprenticeships
 - ▶ Decide where you want to be
 - ▶ Do you have the requirements
 - ▶ If you don't find a way to get them
 - ▶ Many students work part-time at a local business to gain some experience
 - ▶ Others might take a few courses to better their background
 - ▶ Build a resume and have a career coach help
 - ▶ Apply, and answer everything carefully and correctly
 - ▶ Have all documentation



Tags

- ▶ Logistic Salary Bell Chart:

<http://www1.salary.com/Supply-Chain-Manager-Salary.html>

- ▶ Port management and Maritime Logistics Video:

<http://www.youtube.com/watch?v=vrRIXUqzSCM>

- ▶ Anne Arundel Community College Maritime Education:

<http://www.aacc.edu/business/tlcs.cfm>

- ▶ SMART Pathway into the Maritime and Transport Industry:

http://www.maritime-technology.org/file/Documents/High_School_DE_pathway.pdf

- ▶ SMART Job Locations

<http://www.maritime-technology.org/transition-training-and-job-locator/>

- ▶ Maritime Careers:

<http://www.maritime-technology.org/educators-careers/>

- ▶ Careers in Transportation and Logistics Management Webcast (Instructors Aid)

<http://www.youtube.com/watch?v=pS5gAaHxR6c>

- ▶ HuntingtonIngalls, Newport News Shipyard:

<http://nns.huntingtoningalls.com/>

- ▶ BAE Systems:

<http://www.baesystems.com/>

- ▶ Oceaneering:

<http://www.oceaneering.com/>



Authors

- ▶ Amanda Thomas - Welding Lab Assistant, Eastern Shore Community College
- ▶ Brian Lilliston – Professor of Welding and Instructional Technologies, Eastern Shore Community College
- ▶ Collin Brown – Welding Instructor, Eastern Shore Community College

2014 SMART Maritime and Transportation Institute alumni

