

# Career Possibilities & Development In The Electrical Industry

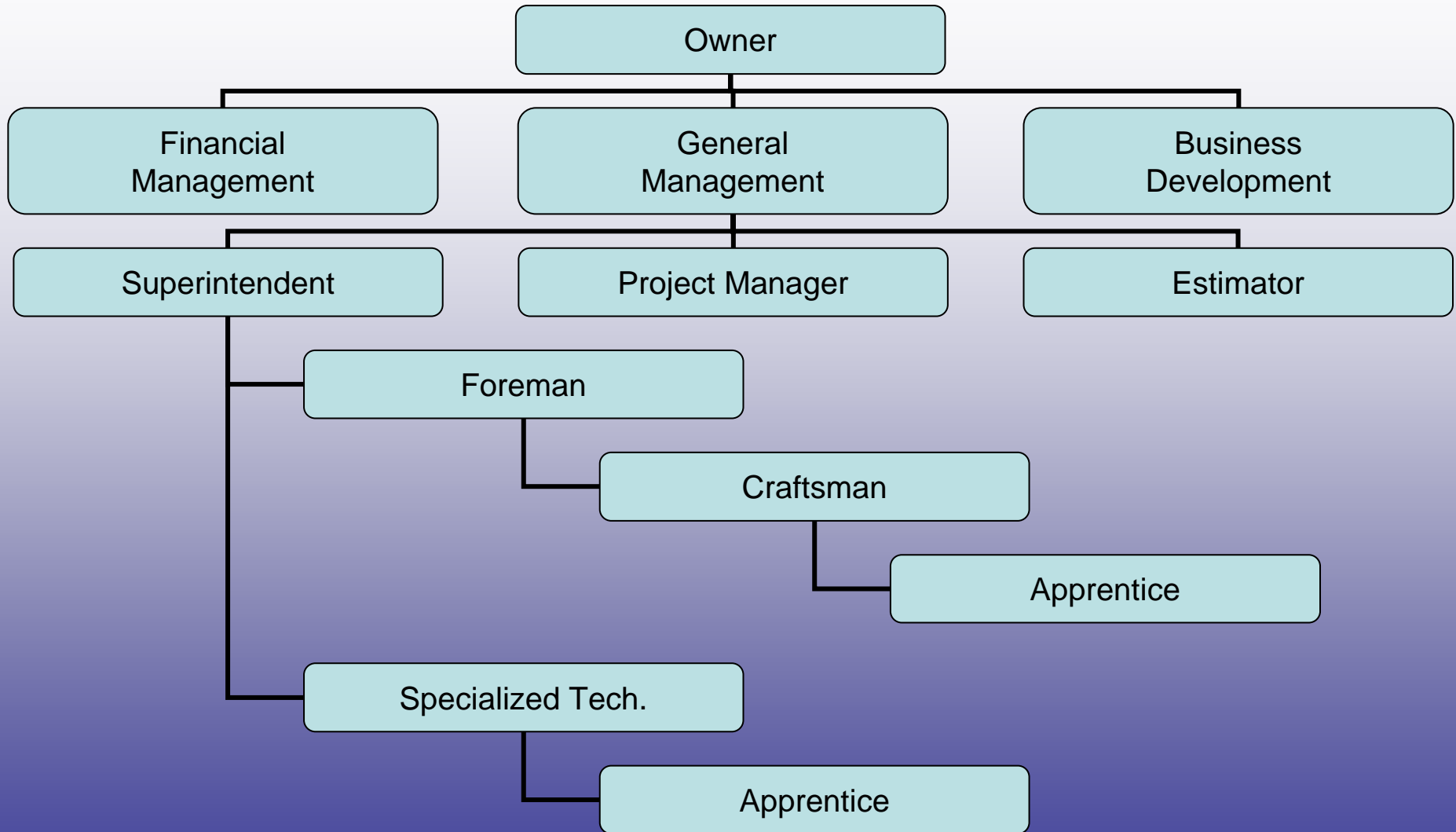
*Taking Care Of #1*

# Some Basics

- 70,000 Electrical Contractors in US
- By 2010 baby-boom generation will start to retire and leave a very large talent gap
- Construction viewed as one of the bottom 10 industries to work for
- Construction workers will not be displaced by robots or computers anytime in the next 25 years
- Electrical one of the most difficult trades to master with many aspects and specialties

You have virtually unlimited career possibilities if you apply yourself and take this seriously.

# Typical Construction Organization



# Craftsman

- Completed apprenticeship or other training on the trade
- Strong field experience of on most aspects of the trade.
- Installs with speed and quality
- Good set of tools
- Library of basic reference materials
- Ability to train others

# Specialized Technician

- Craftsman skills +
- Highly specialized skills in a single vertical area such as alarms, motor controls, PLC's, etc.
- Specialized tools or equipment for that industry
- Network of contacts specific to that area of expertise
- Highly developed library of specialized reference materials, catalogs and user manuals

# Foreman

- Craftsman +
- Management ability
- Customer relationships
- Network of industry contacts
- Strong organizational capabilities
- Knowledge of wide variety of installation materials, equipment and techniques
- Reference library of catalogs

# Superintendent

- Foreman +
- Leadership ability – strong people skills
- Very strong organizational skills
- Strong and diverse field experience
- Good relationships within the industry and company
- Understanding of Estimating, Contract & PM skills with ability to bring them all together



# Project Manager

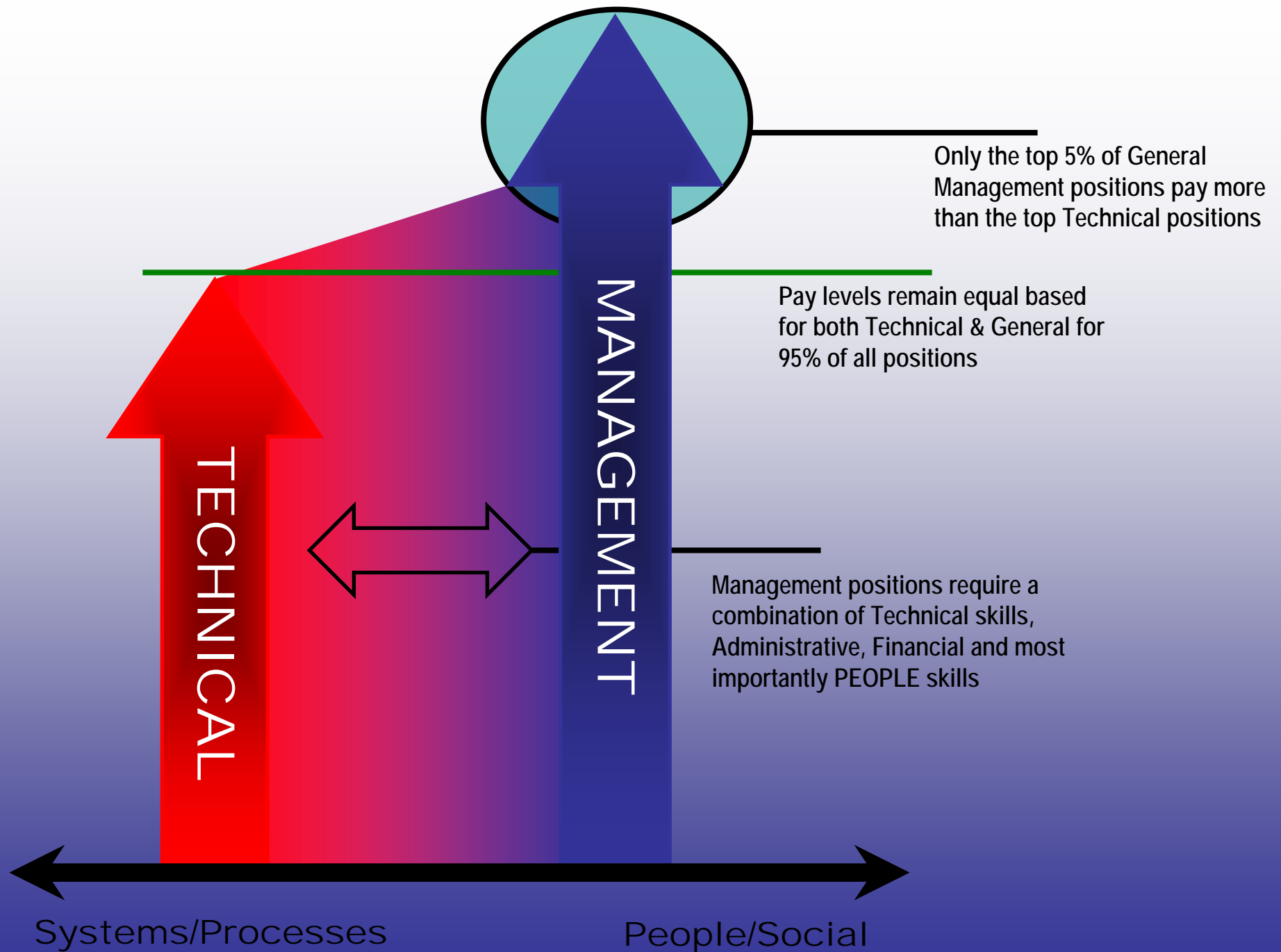
- Usually skills of Foreman +
- Sometimes brought up through CM school
- Strong organizational and computer skills
- Communication skills with heavy focus on letter writing
- Multi-tasking a must
- Understanding of Estimating & Contracts

# Estimator

- Craftsman +
- Sometimes no field experience is necessary
- High attention to detail
- Network of supplier/sub contacts
- Knowledge of industry players
- Knowledge of company specific skills
- Strong written communication skills, math skills and computers/spreadsheets/databases

# General Management

- Solid knowledge of all areas including Estimating, PM, Superintendent & Craftsman+
- Strong financial skills
- Ability to develop new business
- Superb customer relationships
- Knowledge of contracts and legal aspects of construction
- Usually participates in industry programs



# Do Your Best Every Day

- The one thing that everyone has in common is that we all have 24 hours in a day
- It's how you use those 24 hours that makes a difference
- No one ever gets a chance to get even a second back
- ***Whether you are on the job, spending time with your kids or climbing a mountain make every minute count.***

# **“The WOW Project” by Tom Peters**

**[www.fastcompany.com](http://www.fastcompany.com)**

# Market Yourself

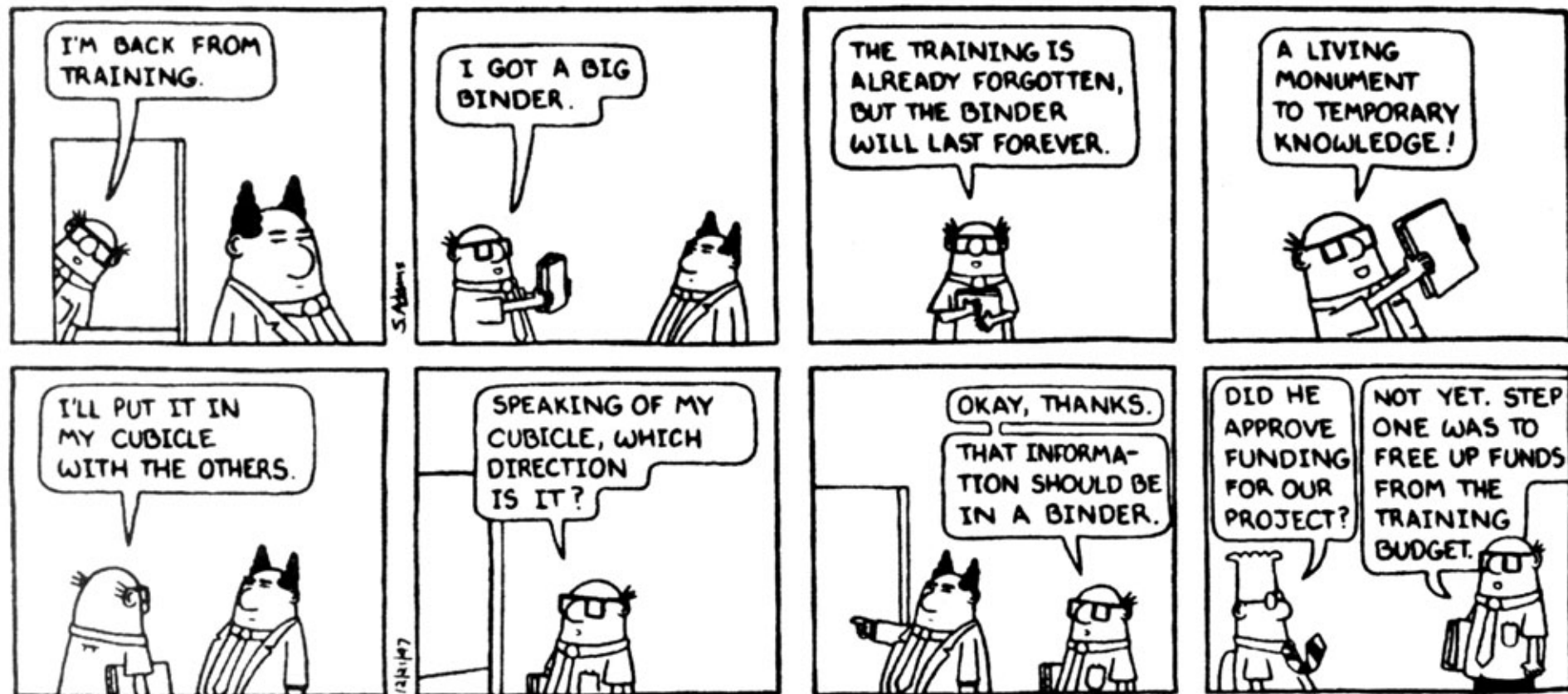
- You don't have a union to look out for you
- You only have yourself to rely on
- Investing in yourself is the most valuable thing you can do
- Now that you have all these skills how are you going to market them so that you maximize your return on investment?
- ***What does your personal marketing plan and brochure look like?***

# You = Your Projects

- Work History
- Project History
- What skills did you use?
- What skills did you learn?
- What could you have done better at?
- What types of projects do you still need to do to make yourself better?
- What are you doing to get on those projects?



# Take Your Training Seriously



# Develop Your Library

- Industry Trade Publications
  - EC&M Magazine ([www.ecmweb.com](http://www.ecmweb.com))
  - Electrical Contractor ([www.ecmag.com](http://www.ecmag.com))
  - Electrical Construction & Engineering ([www.ecenmag.com](http://www.ecenmag.com))
- Equipment User Manuals
- Catalogs
- Apprenticeship Books

# Leverage Technology & Tools



# Use The Internet

- 8 years ago I had to fight to get a laptop sent to a job with 50 people on it.
- Today we do jobs where the Field Electricians need laptops just to do their jobs!
- The internet has a wealth of information on it for the electrical industry.

# Open Discussion

- What do you want to see out of this class?
- This program?
- This industry?
- Your career?