

Bill Costello's FAQs on Federal Gov't Job Opportunities – Answers to Questions from our Members – Topics: [Retraining & Career Changes](#)

Q: Very interested in **changing careers**, concerned about age-discrimination trying to break into new industry segment. Have Bachelor's degree, but would a Certificate program can be enough to get toe in the door for a new career path?

A: However, even if you want to stay in the I/T field, check the main site for open Federal jobs: **www.usajobs.gov** There are always I/T jobs posted on USA JOBS. I personally had enough of I/T so I changed careers!

Caution: I took a \$40K pay cut when I accepted my 1st Fed job. I've moved up 2 levels in 5 years & still make \$20K less than I did in my last I/T job. However, I traded \$ for a steady job, benefits, regular hours and, best of all, a PENSION! I worked for IBM & they froze their pension plan! For information about Federal compensation, check www.opm.gov

Depending on where you live, there can be a few up to 1,000's of openings.

Q: I was in sales with Digital and still sell in the technology arena. My question is in regards to digital technology. Is there a list of companies out there that are still selling digital equipment? and, what is **available for retraining financial assistance**.

A: Re-training: while still @ DEC, I earned a Graduate Certificate in HRD & Training from Penn State. This, coupled with my BS in Business Mgt & experience, qualified me to teach part-time at a community college. If you want to "re-train", a community college is your best bet.

In some states, they are called "junior colleges" or "technical colleges". I have a friend that I worked with @ IBM who took early retirement & went to a community college here in Pittsburgh for respiratory therapy. She found a job in a hospital the week she graduated! Visit your local community college, the tuition is reasonable, too.

Q: You are looking for \$ to upgrade your skills in a 12 to 18 month time-frame + finding a position NOT related to the Hi Tech industry.

A: I suggest visiting your local community college, sometimes called "technical colleges" in some states to meet with a counselor. Community colleges are receiving funds from all levels of government for re-training programs.

I teach part-time @ a community college here in PA. I prepared to leave I/T by earning a Graduate Certificate in HRD & Training so I could qualify to teach college classes. That's another option; visit a university in your area if you've already earned a BA or BS degree. Some also offer post-BS and BA degrees that can facilitate a career change.

I left I/T in '03 for a full-time Federal job. Caution: I took a \$40K pay cut, 5 years later I still make \$20K less than I made in I/T sales in '02: career change = pay cut.

Q: What are the barriers to moving into secondary education?

A: I teach college classes as an adjunct instructor. I investigated entering the public school system as a teacher back in 2002. The barriers I ran into was not having a Bachelor's in Education (mine's in Business MGT) so I would've had to earn at least 60 credits in Education + take the PRAXIS tests to become certified. That's how it is in PA but each state may have

different requirements. My Master's credits in Adult Education & HRD plus my business experience qualified me to teach at a community college, however.

Topics: [Job Postings & Application Process](#)

Q: Your question concerns **legal jobs in the government.**

A: USA Jobs lists most open Federal positions, including the courts: www.usajobs.gov

Local (cities & counties) along with state governments employ paralegals in their court systems, too. I don't know where you live, if it's in PA, I can help you.

Q: What does the government look for in a resume if I'm applying for things like Project Manager or Director? My current resume talks to meeting/exceeding my Professional Services goals, which would appear to be of little use to the Government.

A: I've landed 3 Fed jobs in 5 years & I only use the OF 612: Optional Application for Federal Employment when I apply. I'll use my resume if I get an interview.

The key to any Fed job posting are the KSA's (Knowledge, Skills and Abilities) section, if these fit you, then apply. If not, don't waste your time. Also, some jobs are posted for current Fed employees, again, don't waste your time. Often there are on-line questionnaires to be completed that indicate how well your industry KSA's translate into the Federal government.

Open positions are located at www.usajobs.gov Caution: it can take HOURS to properly apply for a Fed job so make sure you read the announcement carefully before applying.

The OF 612 is located at www.opm.gov (Office of Personnel Management). You will find compensation (pay & benefits) here, job descriptions etc.

Q: I am not a U.S. citizen. Are there any opportunities I can go after in the Federal Gov't?

A: When you check www.usajobs.gov for job postings & the announcements state that you MUST be a US citizen to apply, don't waste your time.

Check www.opm.gov for any guidance on this subject (Office of Personnel Management) I think your best bet would be to seek out employment with a contractor doing business with the Feds. Once you're "in the door", you may uncover Fed jobs within that agency.

Q: Are there any other federal agency job websites besides USAJOBS?

A: most Fed agencies now post their openings on www.usajobs.gov. However, you can check other agency web-sites, too. I have an example in my slides for the conference call: the USAF posts on their site (AFPC) AND on [usajobs](http://www.usajobs.gov). TIP: find out what agencies are in the area where you want to

work & then do a search for their web-sites. Some sites (US Army) allow you to register with their Resumix site to apply.

P.S. All military branches have “straight” civilian workers. Other agencies where I applied without going through usajobs include the SBA and the Office of Surface Mining.

Topics: [Small Business – Selling to the Government](#)

Q: Q: * How do we find out about **Federal Gov't small business incentives under the Economic Stimulus Pkg?**

*** Also interested in how to get connected with Fed Gov't opportunities specifically in Colorado Springs where I live.**

A: The best place to research Federal Business Opportunities for small businesses (especially female owned) is at – **www.fpo.gov**

Your company must be registered in the Central Contract Registry (CCR) – www.ccr.gov The key agency here is the Small Business Administration – **www.sba.gov**

The best place to find Federal jobs is here – www.usajobs.gov For pay, benefits & compensation, go to the Office of Personnel Management – **www.opm.gov**

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