



Employer Guest Speaker

Name: Jamie Haynes

Organization Name: Ferguson PLC

Address: Stillwater, Oklahoma

Biography

Jamie Haynes graduated from Oklahoma State University in May of 2011 with a degree in Marketing. She found Ferguson on her college campus. After going through the interview process for the Sales Trainee Program, she knew Ferguson was for her. Jamie joined Ferguson as a Sales Trainee in the Tulsa, OK branch in July of 2011.

After completing the Sales Trainee Program, Jamie had the opportunity to join the Recruiting department in July of 2012 which led her to relocate to Newport News, VA. After living in Newport News for 2-1/2 years, Jamie moved back to OK as an off-site Recruiter.

Jamie took on a new role as a Showroom Consultant in Tulsa for about a year and half before re-joining the Recruiting department in November of 2016.

Jamie is passionate about hiring people to work at Ferguson. That is by far the most rewarding part of her job. Ferguson is the kind of company people join and end up retiring with, so giving other people the opportunity to find a lifelong career is just the best!

About my Organization

Ferguson raises the bar for industry standards as the top-rated wholesale supplier of commercial and residential plumbing supplies. However, our expertise goes beyond plumbing. We are a diverse distributor that spans multiple businesses including HVAC/R, waterworks and industrial. In the past 63 years, we've grown from a local distributor to a \$13 billion dollar company with more than 1,400 locations and over 22,000 associates nationwide. We pride ourselves on delivering world-class service and our customers know that "Nobody expects more from us than we do" is more than just a tagline to Ferguson associates. It's a cultural belief that is demonstrated every day through exceptional customer service, product selection and industry knowledge.

Presentation Lists

Category	Presentation Topic	Presentation Description
Job Search	The Career Search	How to build a resume How to work a career fair Interview do and don't tips How to evaluate the offer process The entire job search from start to finish **this is a very interactive and fun presentation**

Understanding Benefits and Financial Planning	Evaluating the Offer	<p>This presentation walks students through how to compare multiple offers. It is important to look at more than the base salary, including: benefits, moving allowances, bonuses, how to take into consideration the cost of living differences...if your multiple offers are for various cities, the salary amount will matter based on that, etc. This presentation also has a budgeting aspect to it. We walk students through how to budget for life after college...which plays a crucial role in how to evaluate the offer. **this is a very interactive and fun presentation**</p>
Industry Specific	Customer Service	<p>This is very interactive presentation that talks about the importance of customer service. Regardless of the industry or specific role, customer service will likely play a part in your job duties.</p>
Industry Specific	Managing the Supply Chain	<p>Talk about how a supply chain works specific to our company and make it easy to understand.</p>