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A Different Approach to Job Hunting.

Are you playing

Job Hunting Roulette?



Some worrying statistics for job seekers:

Approximately 80% of jobs are awarded by a referral

Average time employers spend looking at a CV is 5-7 seconds

An average of 250 CVs are received for each job offered

427.000 CVs posted on Monster each week

Uploading your CV to the web and / or answering job advertisements can work but the success rate is extremely low. By job hunting in this way, you are cutting yourself off from the vast number of unadvertised positions (approx. 80%) and placing yourself in a lottery of thousands of other similar CVs for the openings that are left. Also, a CV cannot tell you what career to pursue or where to apply.

Don't be part of the crowd.
Networking (a fancy word for talking to people) allows you to showcase your niche skills in a far more compelling way than with a CV. While gaining valuable sector information that makes you a more credible candidate, you also gain the personal referrals that ensure that you get face-to-face contact with decision-makers.

This workshop will provide alternative methods to the usual and well-known ways of job hunting. Methods that will allow you to:

- Determine and proactively sell your unique skillset
- Make a lasting positive impression in interviews
- Reliably determine a career/job that is right for you & then get that job
- Gather the information & skills needed for salary negotiations
- Access the hidden job market of unadvertised positions
- Actively manage the progress of your search
- Give yourself the edge over others using CV and covering letter
- Become the "preferred candidate" or even have positions created for you.
- Job hunt in a way that is interesting and less demoralising

The workshop will include practise interviews for people who wish them.

The workshop will be very interactive. Expect to be asked lots of questions, expect to be challenged, expect to participate!

What some participants have said about the methods taught:

Dear Rob,
Thank you for the workshop and the leadership notes you sent me. I really enjoyed the workshop! I feel much more confident now, and do not worry about getting a job at all! Thank you for providing me with the tools to be master of my destiny!
Boris

Dear Rob,
Thank you very much again for your workshop. I really enjoyed it a lot, ESPECIALLY the unconventional way of structuring it!

Your workshop made me realize ones again, that contacts (in Germany we call it "Vitamin B" by the way, with "B" standing for "Beziehungen"; contacts/relationships) are the most important thing when looking for a job. I used your tips already. It's incredible how keen people are to get you in touch with the right persons.
Regards,
Chris

Dear Rob,
Some time ago you held a seminar at the University of Mainz. You told us that application letters do not work and we should try to find a job through personal connections. I am not sure how often you are told this, but it actually works! :o)

By now I have finished my PhD and found a new job. I got this job because of my supervisor. He introduced me to one of his former students, who then introduced me to a partner of my new employer. From there, it was a piece of cake to convince everybody that I am right for the job. Anyways, I just thought you might like to hear about that.
All the best,
Christian

Workshop Style

All attendees will be polled before the workshop to determine their specific areas of interest. This ensures that the workshop covers the areas that are most beneficial to each person.

As mentioned before, the workshop will be VERY interactive. Active participation will be essential.

There will be practise of interview techniques and styles for those that wish to participate. There can also be group and pair practice for networking and interview skills.

About the trainer

As a freelancer, I have to maintain the flow of work and bookings. Every day I use the skills I teach to maintain my own business so I quickly get an idea of what works and what doesn't. I have been working with researchers for over 10 years now - helping them to get new jobs and to advance their careers.

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