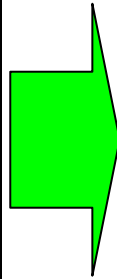


Career and Job Search Brainstorming from Silicon Valley ASQ

Breakthroughs

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| <ul style="list-style-type: none"> • Win the Lottery • Declutter Resume <ul style="list-style-type: none"> ○ Key skills in detail ○ Keyword search details in small type ○ (Don't make this too small or you will get tagged as a "black hatter" for trying to game the system) • Increase Knowledge on Specific Target Industry • Find Someone to Walk Resume to Hiring Manager • Volunteer for ASQ Committee Chairmanship • Business Journal News - People in Key Positions • Get Educated to Learn Personal Marketing • Get to Unlisted Opportunities • Network through Professional Associations • Create My Own Campaign • Be Willing to Travel and Relocate • Highlight Experience • Enlist Friend at Target Company to • Find Hiring Manager | <ul style="list-style-type: none"> • Get to Hiring Manager via Recruiter or Employee • Improve Network • Find Insider <ul style="list-style-type: none"> ○ Go Around "Apply Online" • Match Resume to Requirements • Contact Directly in Company • Email Campaign to Target Companies • Research - Checkout Websites for Leads Including Management and Investors • Differentiate Yourself Creatively • Take Courses & Obtain New Certifications • Use Connections to Contact Hiring Manager - LinkedIn, Contact Lists • Professional and Industry Associations • Tailor Resume to Specific Job Requirements • Polish/Hone Interpersonal Skills |
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Barriers

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| <ul style="list-style-type: none"> • Match 100% of Qualifications • Lack Specific Experience • Not Marketing Savvy • Connecting with Decision Makers • Getting to Hiring Manager • Generalized Resume, Resume Not Customized • Lack of Awareness of Value of Specialty • Not Knowing Interviewing • Software Filters • Filtering Mechanisms to Get to Decision Makers • Cross Reference Job Capabilities Across Industries • Can't Translate Skills into Value to Organization | <ul style="list-style-type: none"> • Skill Set and Qualification Matching • Obsolescence of Industry or Sector • Closed Network • Don't Use Resume • Lack of Opportunity • Too Many Applicants <ul style="list-style-type: none"> ○ Application Overload for Company • Age • Attitude Issues • Competing with More Experienced People • Standing Out from the Competition • Location • Lack of Motivation <ul style="list-style-type: none"> ○ Employee ○ Employer • More Experience Needed |
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To really accelerate your career and job search contact ron@torconsulting.com.