

NORTH COAST JOB SEEKERS

Career transition support in Northeast Ohio

RESOURCE LIBRARY

“Working with Recruiters”

North Coast Job Seekers Presentation by

Dan Toussant

January 28, 2019

Companion Handouts and Outline available on NCJS website
www.northcoastjobseekers.org

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Working with Recruiters

Dan Toussant
Presenter

North Coast Job Seekers: Our Agenda

- A. Where Are You Now?
- B. Prep Steps to Date?
- C. What Are 10 Qualifiers of an MPC?



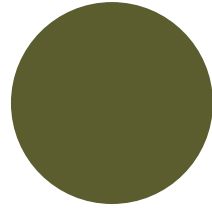
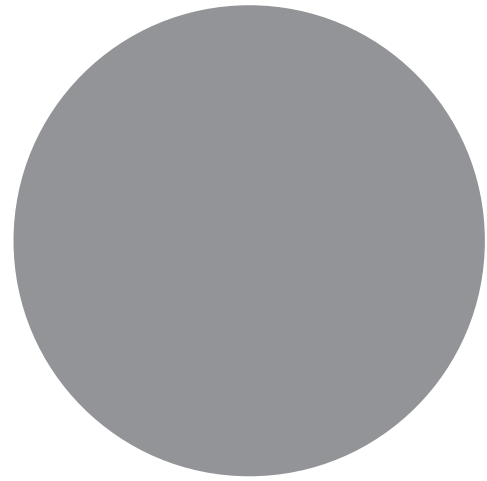
North Coast Job Seekers: Our Agenda

D. What You Should Know About
a Recruiter?

E. What Do You Want from a
Recruiter?

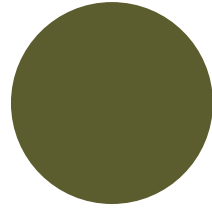
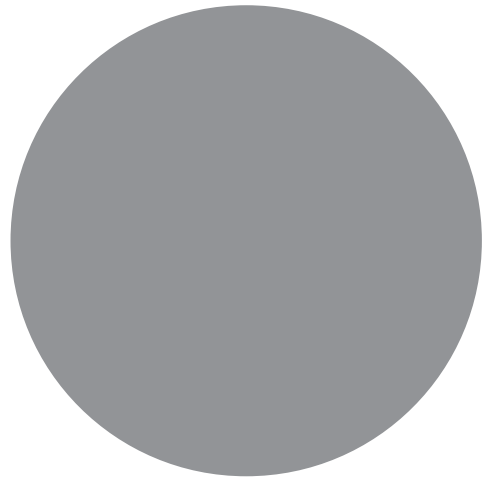
F. What Would the Recruiter
Want from You?





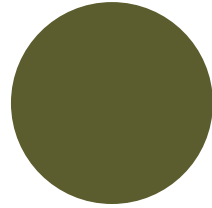
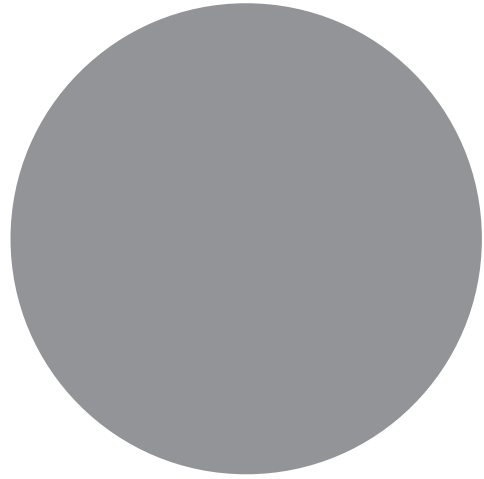
Working and nervous?

A. Where Are You Now?



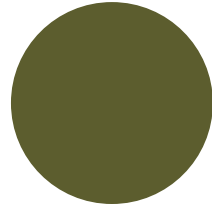
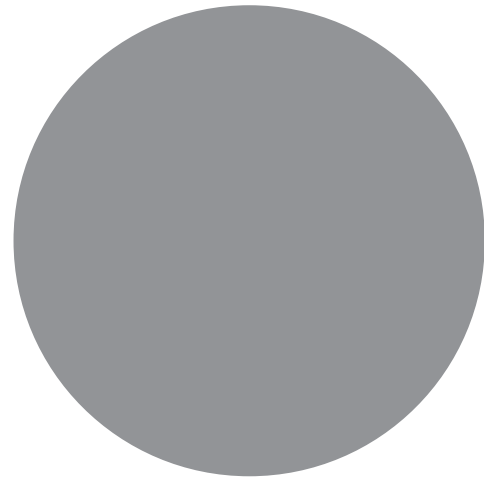
Working and not happy?

A. Where Are You Now?



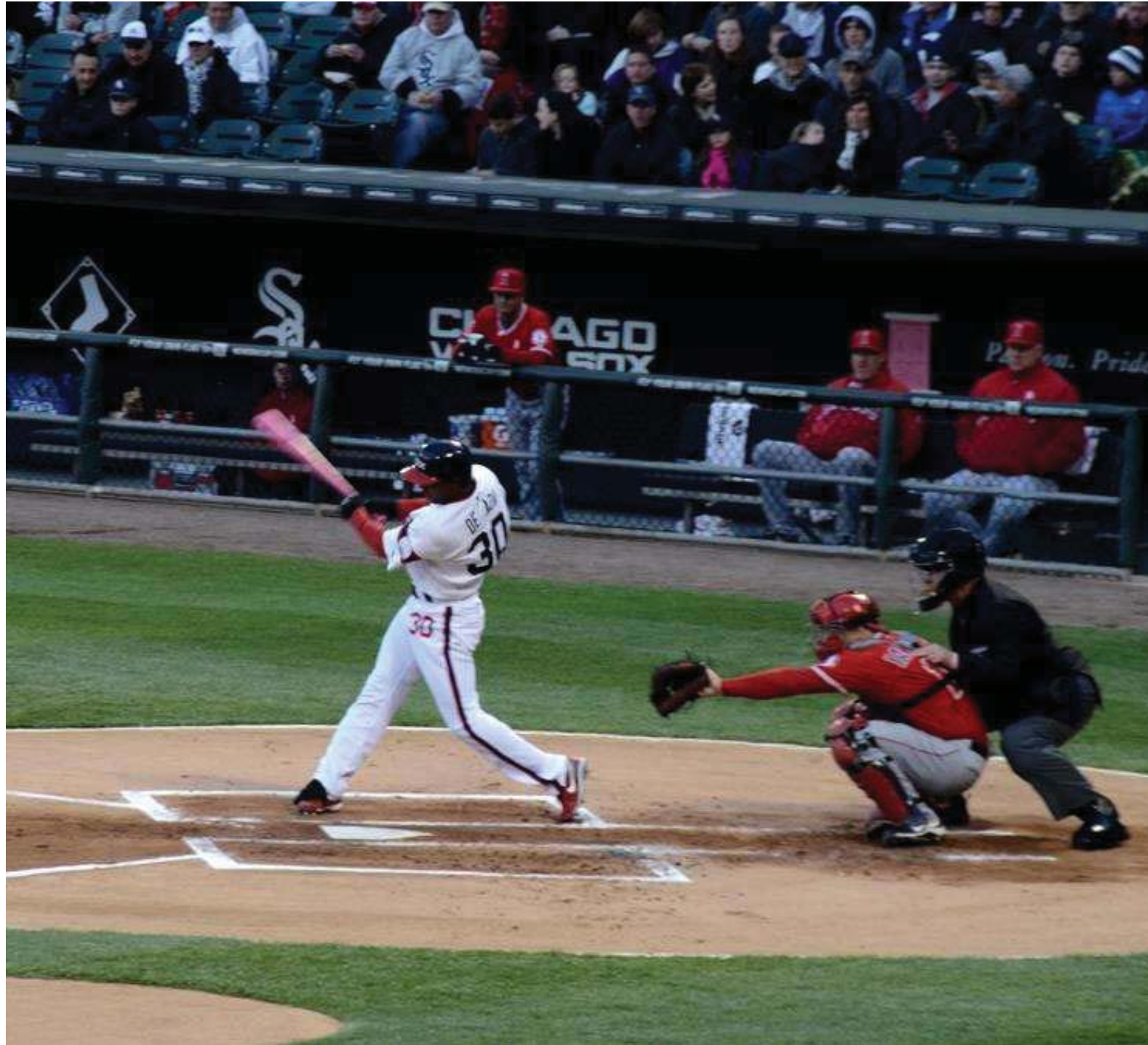
Out of work?

A. Where Are You Now?



Which of these scenarios do recruiters prefer?

Working and nervous
Working and unhappy
Out of work

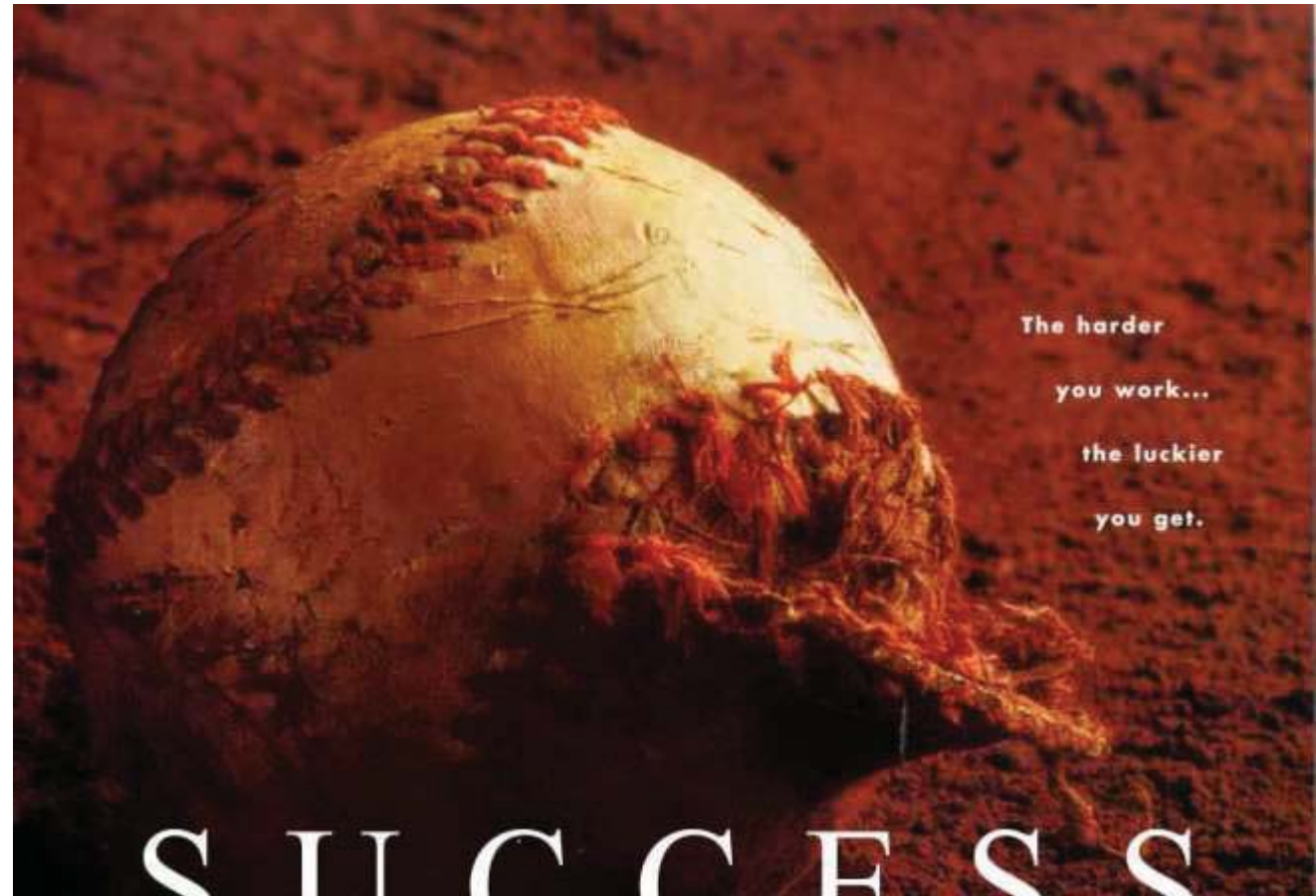


- Personal Marketing Plan
- References
- Social Media Brand
- Your Resume

2. Prep Steps to Date?

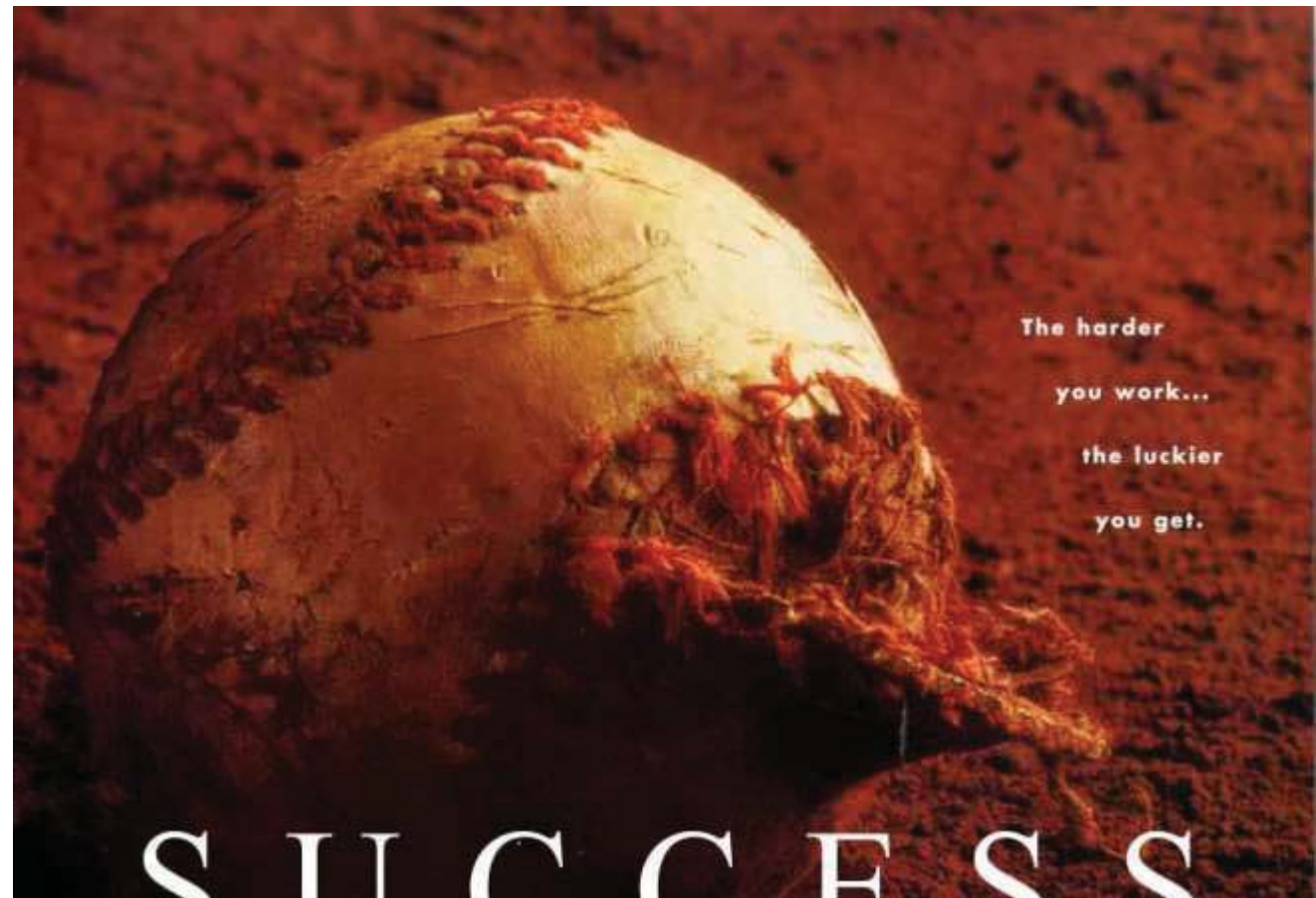
C. What Are 10 Qualifiers of an MPC?

1. Do You Know 'Why You?'
2. Do You Have Contributor Examples?
3. The Role of the Resume
4. Social Media-Wise
5. Keys to a Good Brand



C. The 10 Qualifiers of an MPC?

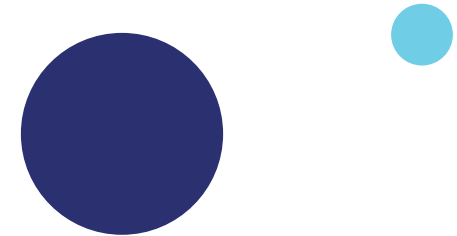
6. Do You Engage in Productive Conversations?'
7. Story That Compels You as Valuable
8. Are You Adaptable and Persistent?
9. Know What You Want in an Interview
10. Know the Market Value of Your Role



- Know Their FILL
- The Type of Recruiting Firm
- Their Process



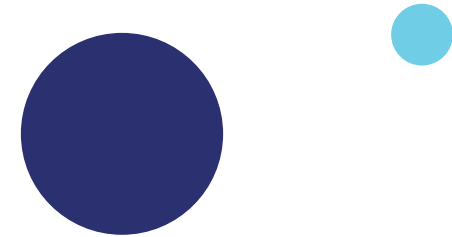
D. What Should You Know About a Recruiter?



- A Job
- A Partner
- Market Information



E. What Do You Want from a Recruiter?



F. What Does Recruiter Want from You?

- Clear focus
- Valuable contributions
- Curious conversationalist
- Adaptable, 'good learner'
- Know your market \$\$\$ value
- Persistence *AND*
- Positivity





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