

An Insider's Guide to the Job Search

Towards Work and
SocialTalent

October 6th 2021



**Towards
Work**

Your journey to employment

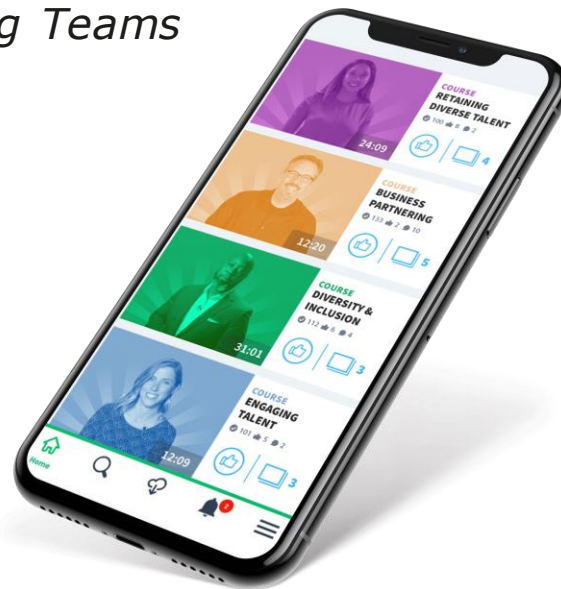
socialtalent 

Johnny Campbell

Co-founder & CEO

SocialTalent

The Learning Platform for Hiring Teams



@johnnycampbell

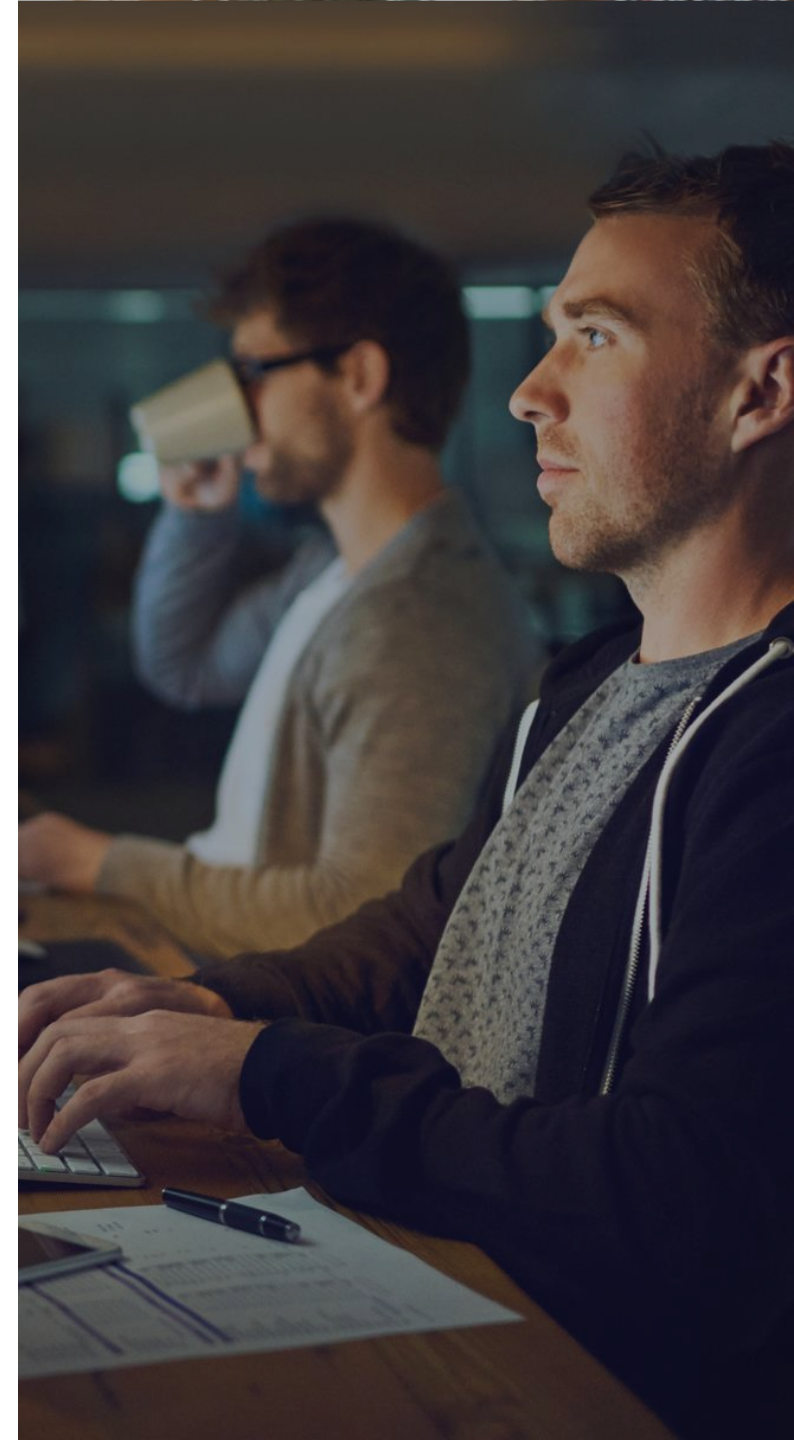


linkedin.com/in/johnnycampbell



What will we cover today?

- Where to search?
- Your CV & Online Profile
- Interview Process & Who's Who?
- Preparing for the Interview
- Finding a Job IS a Job!
- Recap



Where to Search?

Where to Search

Top Career Sites in Ireland



Indeed.ie

No 1 in the world.
No 1 in Ireland.
Rank: 44 of all sites



LinkedIn.com

No 2 in the world.
No 2 in Ireland.
Rank: 18 of all sites



Jobs.ie

No 3 in Ireland.
Rank: 193 of all sites



IrishJobs.ie

No 4 in Ireland.
Rank: 258 of all sites



Glassdoor

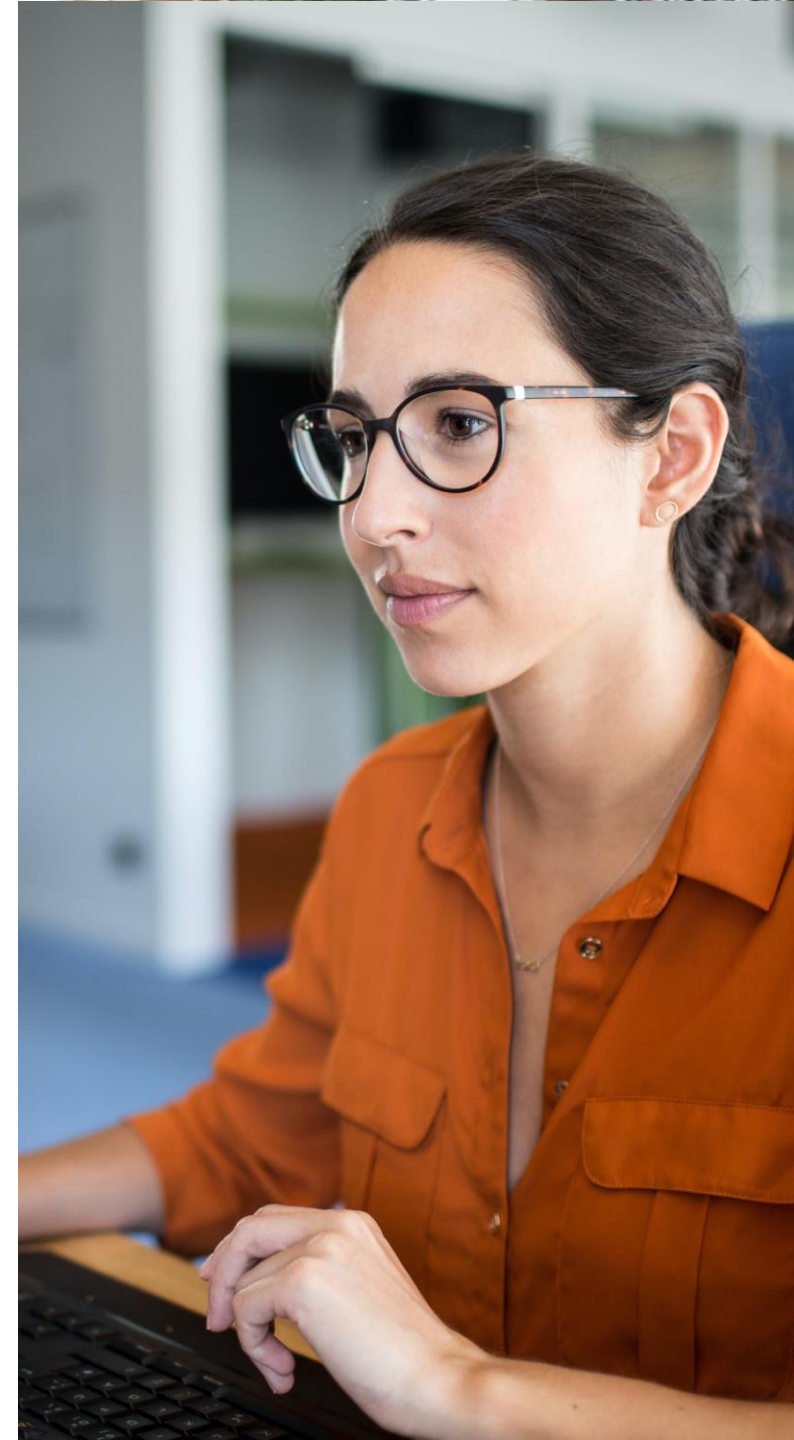
(owned by Indeed)
No 5 in Ireland.
Rank: 294 of all sites

An Insider's Guide to the Job Search

Poll Question

On average, how many jobs will you have to apply to in order to get a job offer?

- 25
- 100
- 150
- 250



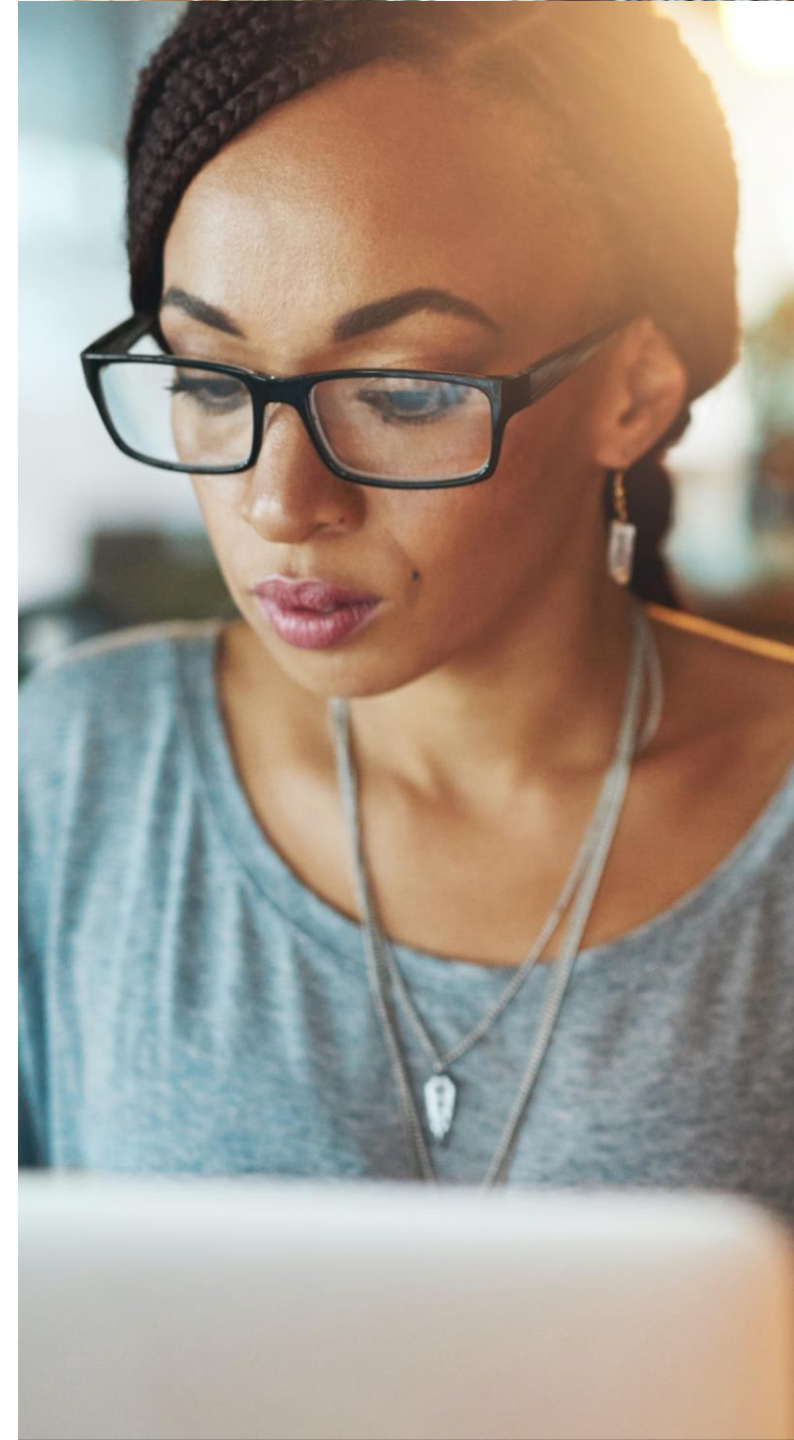
Where to Search

What does success look like?

150
applications

12
interviews

1
job offer



Job Searching on Indeed

- Create an Account & Upload your CV
- Remember your CV will be scanned by a computer for keywords first!
- Use an Advanced Search
- Create Search Alerts
- Filter by Direct Employers First





Create an Indeed CV

johnny@socialtalent.com

There are two ways to create an editable online CV. When you upload a CV to start, your file will also be saved and available when you apply.

Upload your CV

or

Build a new CV

By continuing, you agree to create an account and [public CV](#). We recommend limiting sensitive personal data to what is necessary for your CV (and future job applications). You agree to Indeed's [Terms Of Service](#), [Cookie Policy](#) and [Privacy Policy](#). You consent to receiving marketing messages from Indeed and job opportunities from employers and may opt-out from receiving such messages by following the unsubscribe link in our messages, or as detailed in our terms.

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Create an Indeed CV

Step 1 of 5

Or [upload a CV](#)

Profile

* Required fields

First Name *

Surname *

Street Address ⓘ

City – Ireland [\(change\)](#) *

Contact information

Email Address 🔒 only provided to employers you apply or respond to.

johnny@socialtalent.com [edit](#)

Phone Number 🔒 only provided to employers you apply or respond to.

Call and send me text messages on this phone number

By submitting the form with this box ticked, I consent to receive calls

What Where Advanced Job Search

Date posted Remote within 25 kilometres Salary estimate Job type Location Company Job Language Posted By

Upload your CV

enterprise sales jo

Sort by: relevanc

new

Event Partn

Dublin Tech S

Dublin, Count

€35,000 - €50,

Apply with y

- Professional sales training would be a strong advantage*.
- Know-how and proven experience in a complex sales environment with multiple channels, partnerships...

7 days ago



Client Success Specialist - Onboarding 11 months FTC

Be the first to see new enterprise sales jobs in dublin

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Email address

By creating a job alert, you agree to our [Terms](#). You can change your consent settings at any time by unsubscribing or as detailed in our terms.

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sales manager - dublin

clear searches

Messages

Advanced Job Search

Find Jobs

With all of these words

enterprise sales

With the exact phrase

With at least one of these words

With none of these words

With these words in the title

sales OR account

From this company

Show jobs of type

All job types



Show jobs from

All web sites



Show jobs of type

All job types ▾

Show jobs from

All web sites ▾

Exclude staffing agencies

Salary estimate

per year \$50,000 or \$40K-\$90K

Where and When

Location

city or county

within 25 kilometre ▾ dublin

Age - Jobs published

anytime ▾

Display

10 ▾ results per page, sorted by relevance ▾

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What Where Advanced Job Search

Date posted Remote within 25 kilometres Salary estimate Job type Location
Company Job Language Posted By

Upload your CV - It only takes a few seconds

enterprise sales saas sales account jobs in Dublin, County Dublin
Sort by: **relevance** - date Page 1 of 115 jobs

 **Corporate Account Executive, MENA**
Asana
Dublin, County Dublin

➤ Apply with your Indeed CV

- Experience during the scaling of a software or SaaS sales organisation.
- Salesforce and/or Outreach.io proficiency.
- Fluency in written and spoken Hebrew.

30+ days ago

Enterprise Account Executive - FULL REMOTE EUROPE
BOOM
Dublin, County Dublin • Remote

Get new jobs for this search by email

Email address

By creating a job alert, you agree to our [Terms](#). You can change your consent settings at any time by unsubscribing or as detailed in our terms.

My recent searches

- [enterprise sales saas title:ente... - dublin](#)
- [enterprise sales - dublin](#)
- [sales manager - dublin](#)

» clear searches

 Messages

Your CV & Online Profile

Your CV & Online Profile

Your CV

- (Will be covered in detail separately)
- 2 pages – no more, no less
- Personal Info/ Education/ Experience/ Skills
- Lead with Achievements but include Responsibilities
- Give context (big picture to little)

PROFESSIONAL CV

Address 1
Address 2
Tel: (999) 999-9999
someone@gmail.com

Highly accomplished customer service professional with progressive customer-client management experience encompassing market and competitive research, market share analysis, sales forecasting, profit and loss management, sales / marketing consulting, and resolving product and service problems by providing quick resolution and adequate feedback for monitoring.

Professional Experience

Company1, Any Place 2008 – Present

Position: Product Manager

- Responsible for planning and overseeing the development and content on emerging products,
- Deliver timely / accurate feedback on all customer requests,
- Create new processes and training programs for internal and external communication and prioritization of new content development.
- Recommends potential products and services to management by collecting customer information and analyzing customer's needs.

Company2, Any Place 2004 - 2008

Position: Developmental Editor

- Attracted potential customers and answered product and service questions from key clients,
- Performed market research, initiated production, managed development, launched products, and managed marketing of new Best Seller products,
- Created and presented strategic business plans,
- Directed training and performance measurement integrating staff development for ten writers, designers, and medical illustrators,

Company3, Any Place 2002 - 2003

Position: Associate Product Manager

- Opened customer accounts and recording of account information,
- Recruited and collaborated with subject matter experts to produce accurate and market-appropriate new and revised products,
- Conducted large-scale marketing studies assessing viability of new product development including questionnaire development, data analysis, and recommendations to publishing plans.

Skills & Abilities

- Well versed in computers: MS Office applications and E-Marketing,
- Excellent communication skills and sales experience,
- Training and development of new employees.

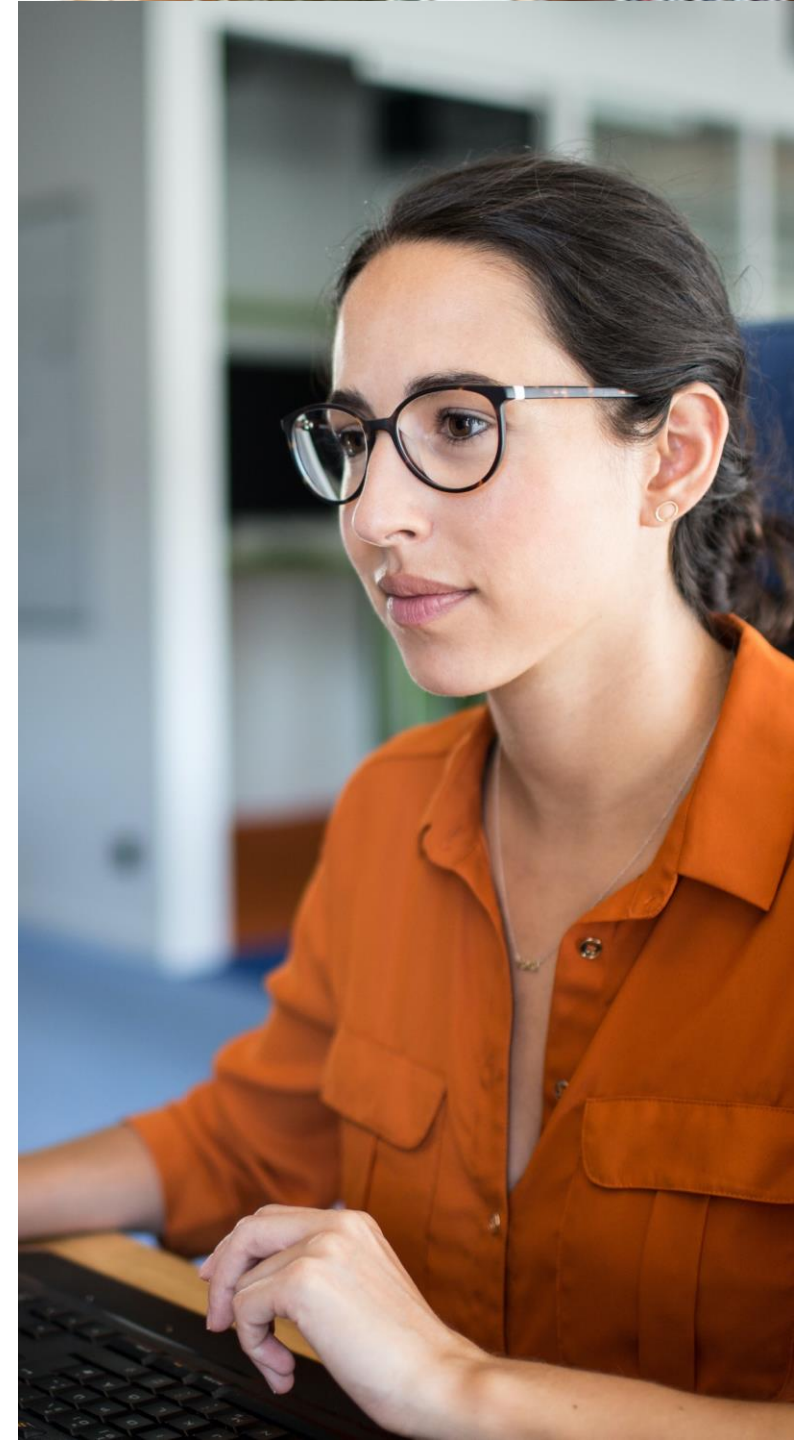
Education:

UNIVERSITY OF UNIVERSITY 2002-2009
Any Place, State
Bachelor of Arts in Communications Studies

Poll Question

What is the main reason (58%) that employers will check out your social presence?

- To look for info to support your qualifications for the job
- To ensure you have a professional online persona
- To see what other people are posting about you
- To search for reasons not to hire you



Online Profile

- You NEED a LinkedIn profile (to apply for jobs & to be found)!!
- Build out your connections, we're gonna need them!
- Employers WILL find your Insta, Twitter, Facebook, TikTok, YouTube so make sure you have reviewed them!



Interview Process & Who's Who

Who's Who



**You, the
Candidate**



Recruiter



Hiring Manager

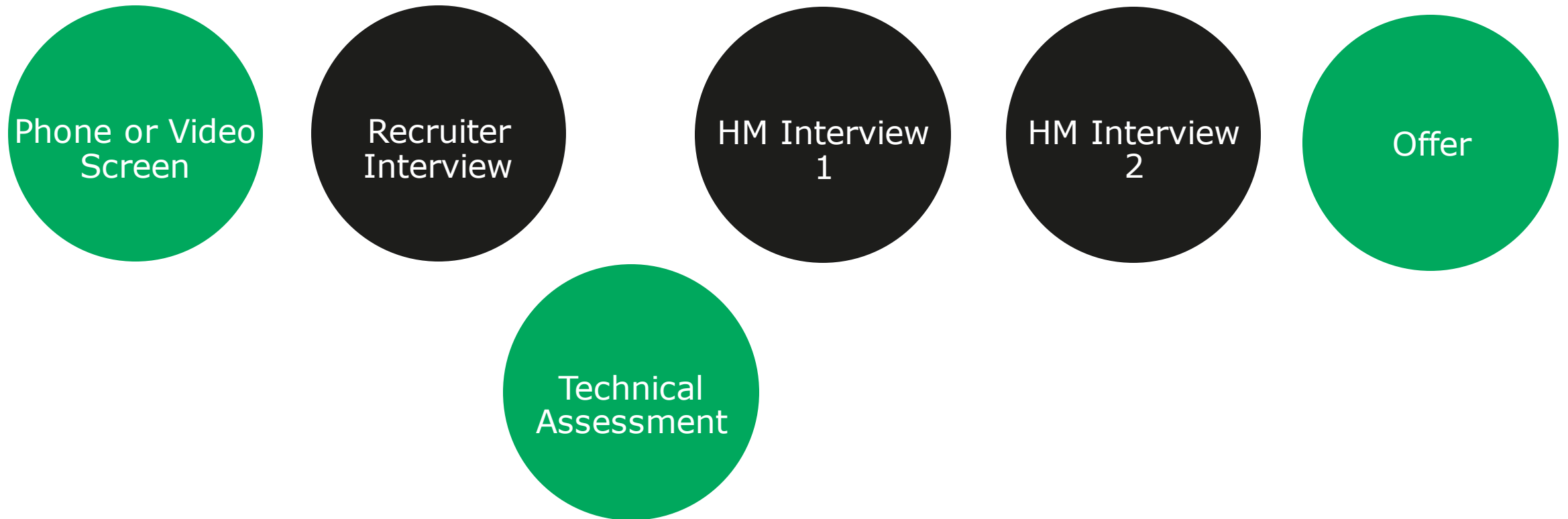


TA Executive



HRBP

Interview Process



Preparing for the Interview

The Basics

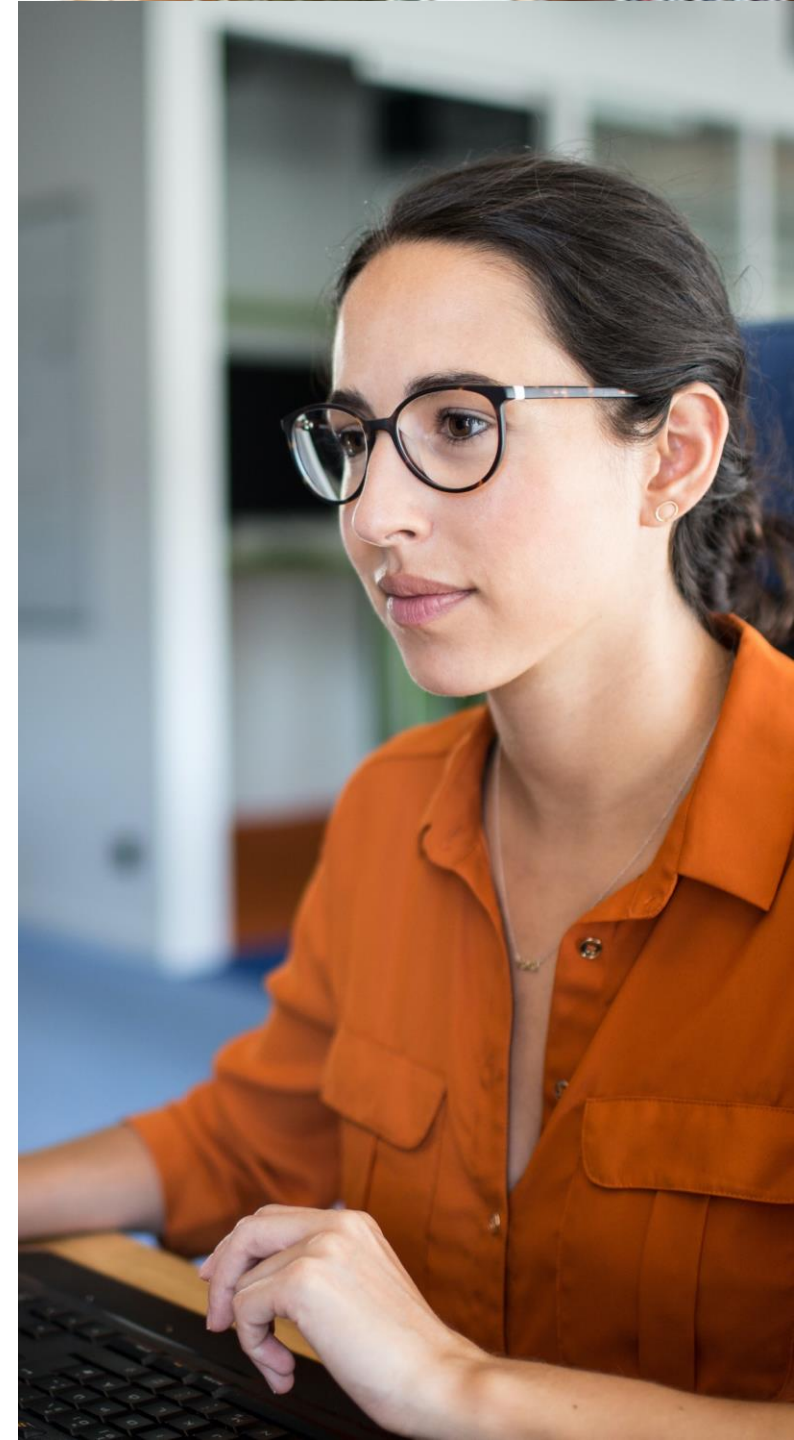
- Right to work
- Why are you looking/ interested?
- What do you want to be doing in your next 2-3 moves (promotions)?
- Explain all gaps in your CV
- Current salary/ benefits & expectations
- Availability to start



Poll Question

Which of these is an example of a competency based interview question?

- What would you do if an angry and dissatisfied customer confronted you?
- How did you perform against target last year?
- Give an example of a time you handled conflict in the workplace
- Where do you see yourself in 5 years time?



Preparing for the Interview

Your 3 Stories

- Identify your core strengths (in line with the requirements of the job) - hard working, decisive, leader, etc
- Select 3 "stories" from your career where you have overcome a challenge
- List the attributes you displayed in each "story"



Preparing for the Interview

5 Step Story Telling

1. Set the scene
2. Identify the struggle/ challenge
3. What did you do?
4. What was the outcome
5. What did you learn?

Align each strength/ skill to the story that best demonstrates this




Finding a job IS a job!

Finding a Job IS a Job

You need to work at this!

- Keep a spreadsheet or record of every job you apply to & your actions
- Follow up to each application – connect with the recruiters or HM's
- Following up IS part of the interview
- Research well the companies that engage with you
- Thank everybody!!



A modern office interior with wooden desks, computers, and plants. The scene is dimly lit, featuring a brick wall, large windows, and several green pendant lights. A large potted plant is prominent in the foreground on the left. The text is overlaid in the center of the image.

"I'm a great believer in luck, and I find the
harder I work, the more I have of it."

– Thomas Jefferson

Wrap-up and Questions



**Towards
Work**

Your journey to employment

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