

Careers Service



Unlocking the Hidden Job Market

Maynooth University



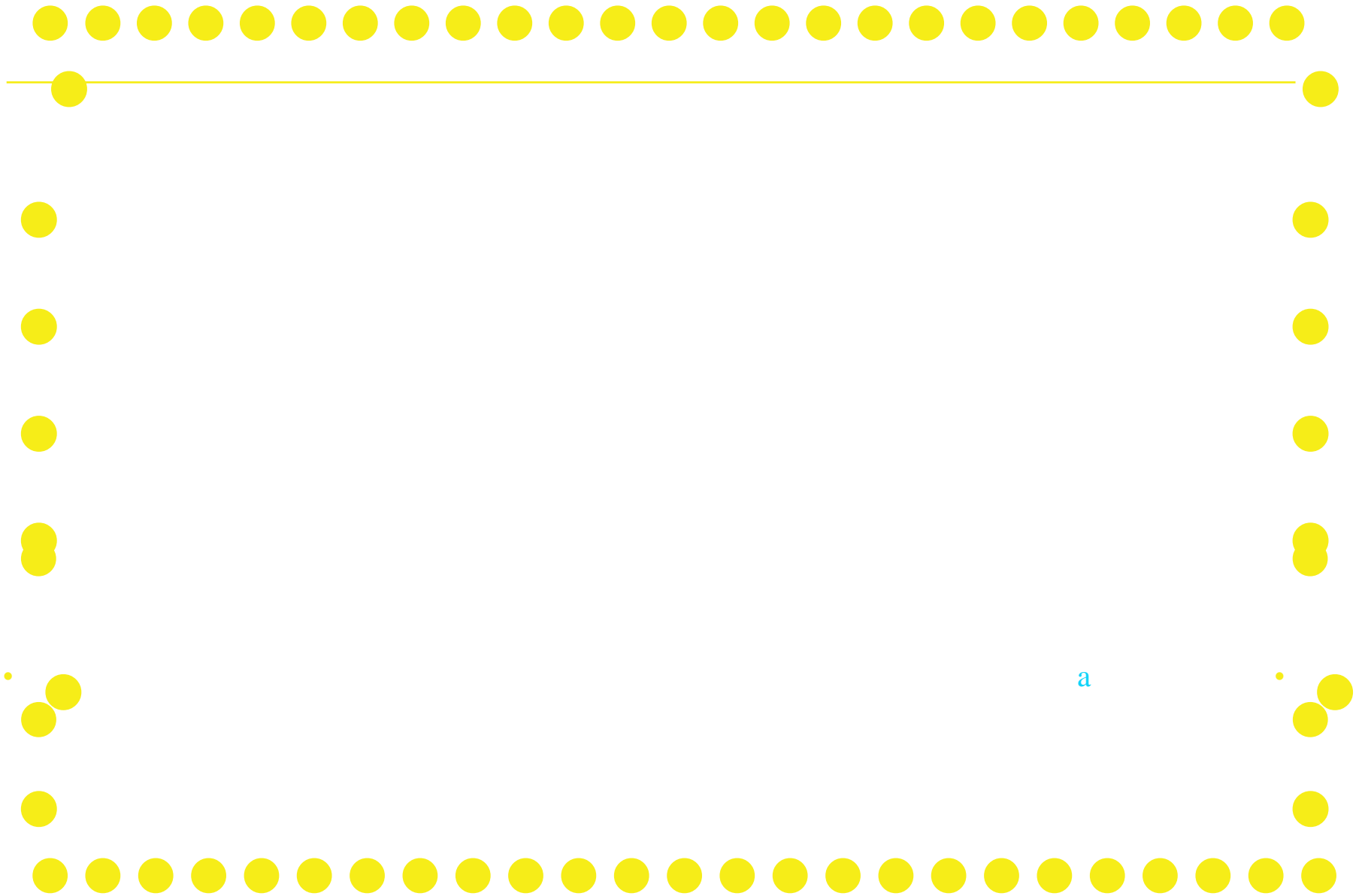
Hilt

BACK YOURSELF

Sinéad English

@hiltcareers

www.wearhilt.com



a

True or False?

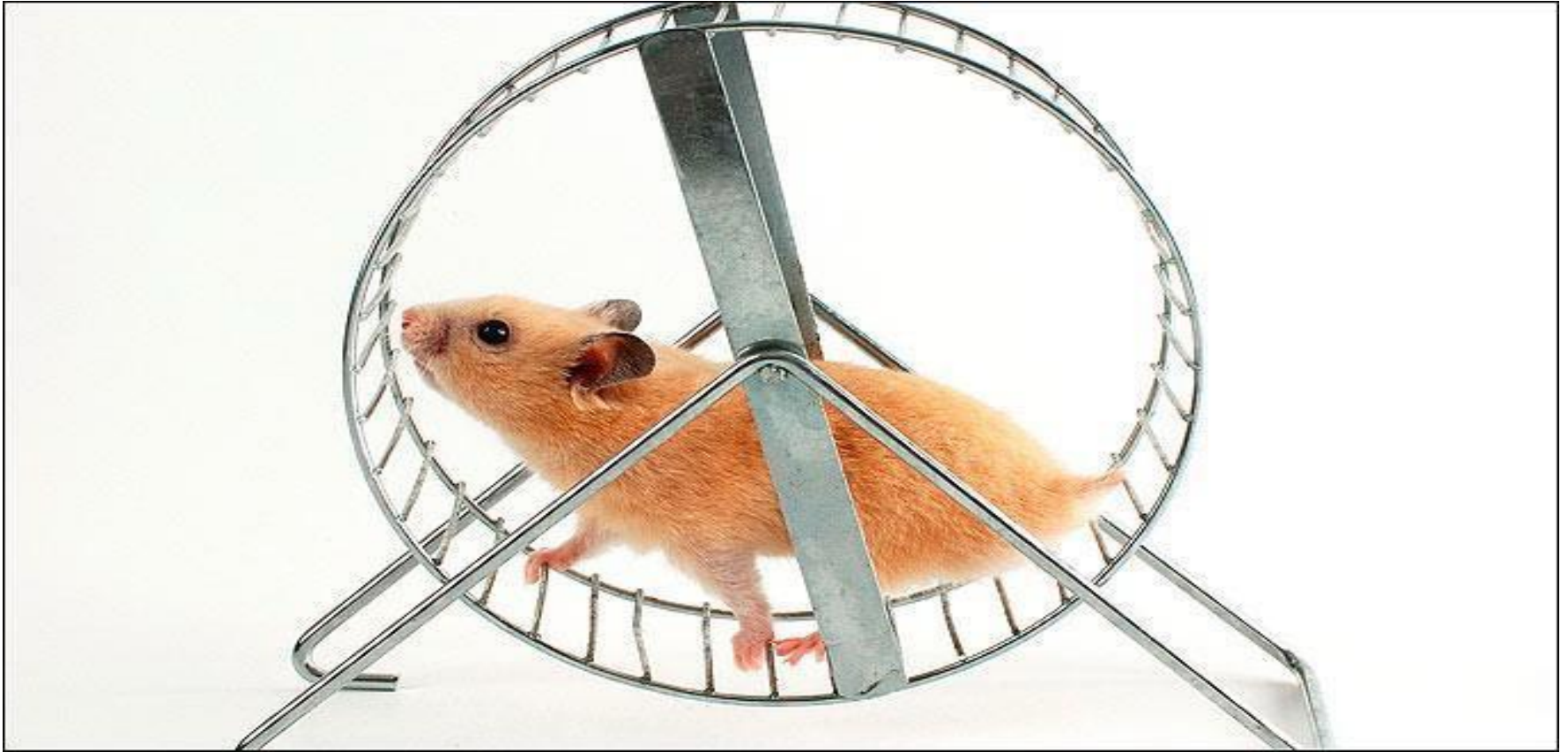
- Everyone here wants a job.
- It is difficult to get a job.
- Not all available jobs get advertised.
- Only 20% of graduates are willing to put in the **effort required** to get a job.

Job Search effort
needs to be.....



**Continuous
and
Persistent**

But



Activity \neq Progress

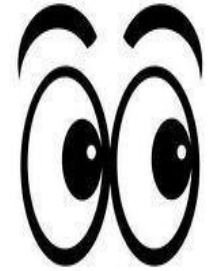
Where?



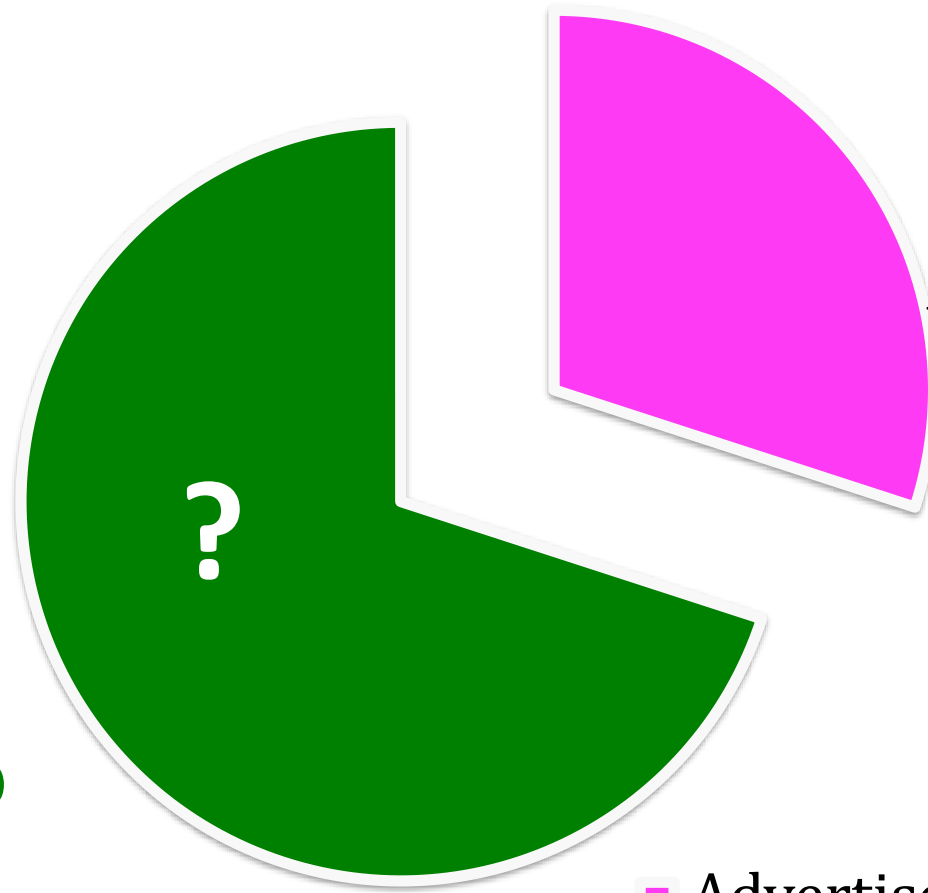
How?



Where is the job information?



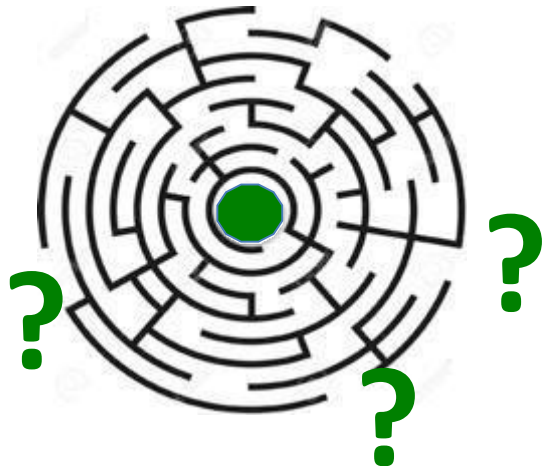
Visible to all



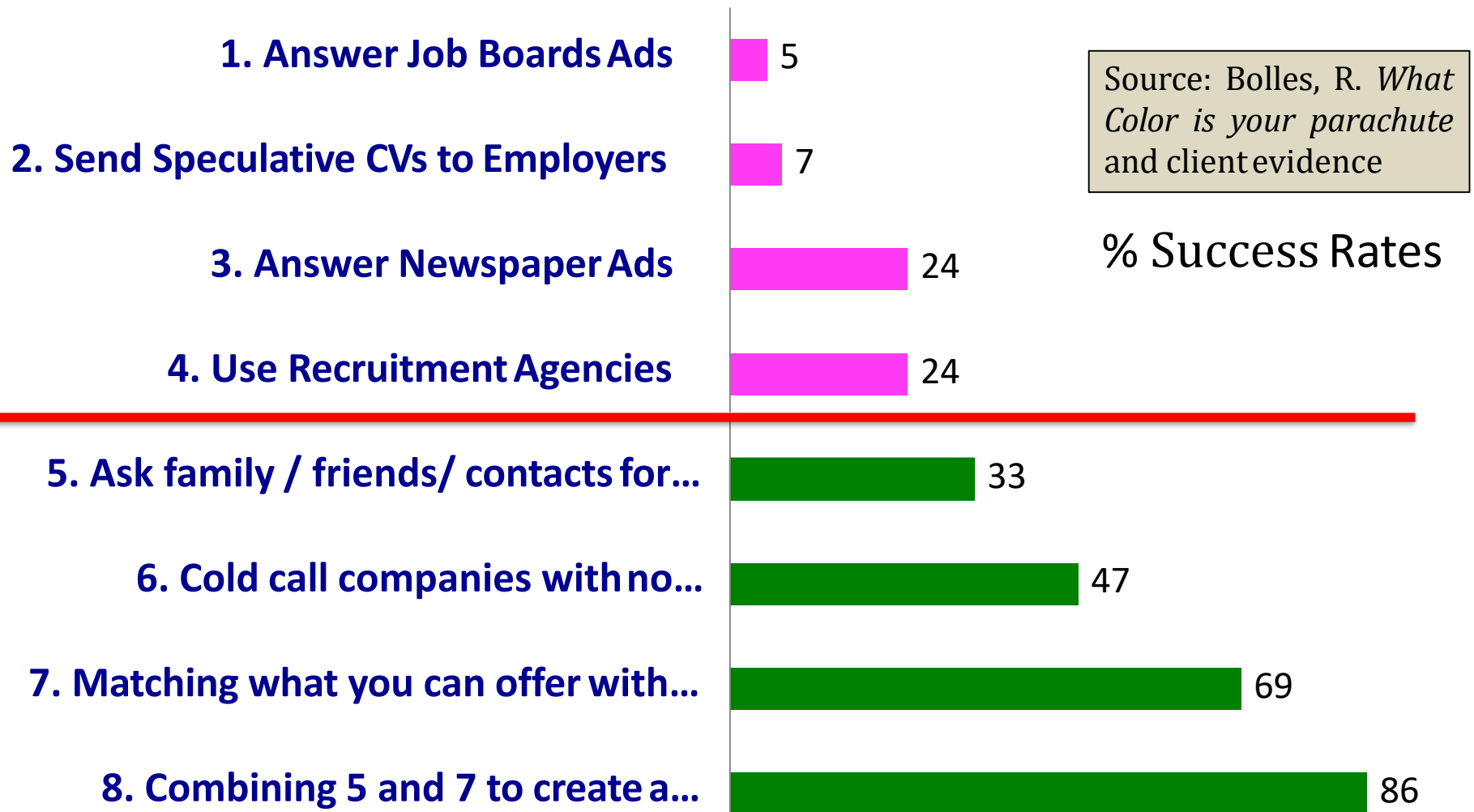
■ Advertised

■ Unadvertised

**Visible, but you
have to know
how to find it**



Job Search Methods – by numbers



Why does it work this way?





NETWORKING:

I know it's good
for me.

But.....

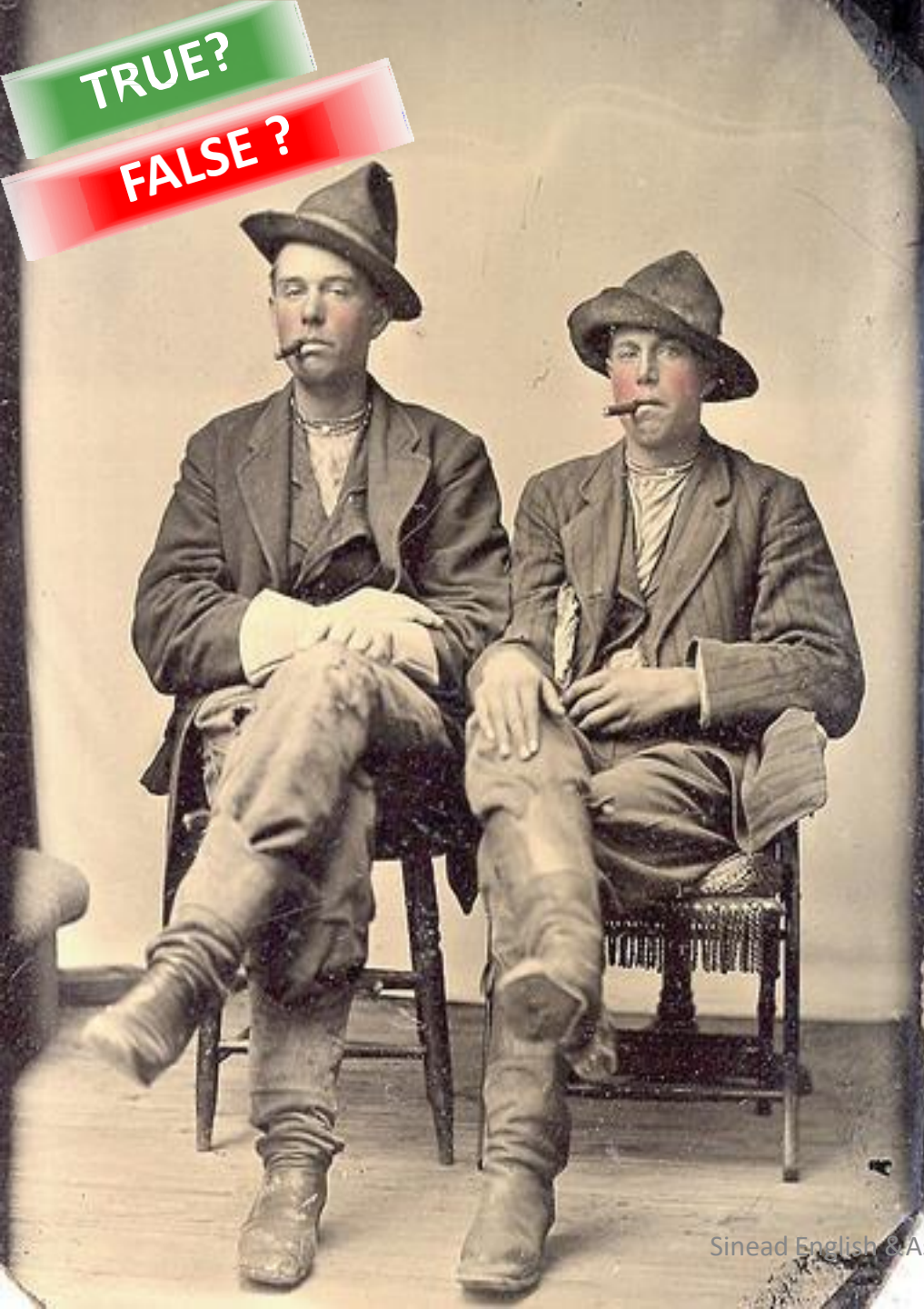
TRUE?
FALSE ?



*Most people you
know do not have
the ability to:*

READ
YOUR
MIND

TRUE?
FALSE?



**Face-to-face
networking is
done by
people who
don't know
how to use
LinkedIn**

You are either good at it or you are not.

TRUE?

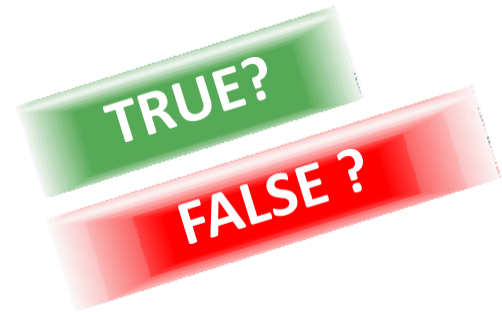
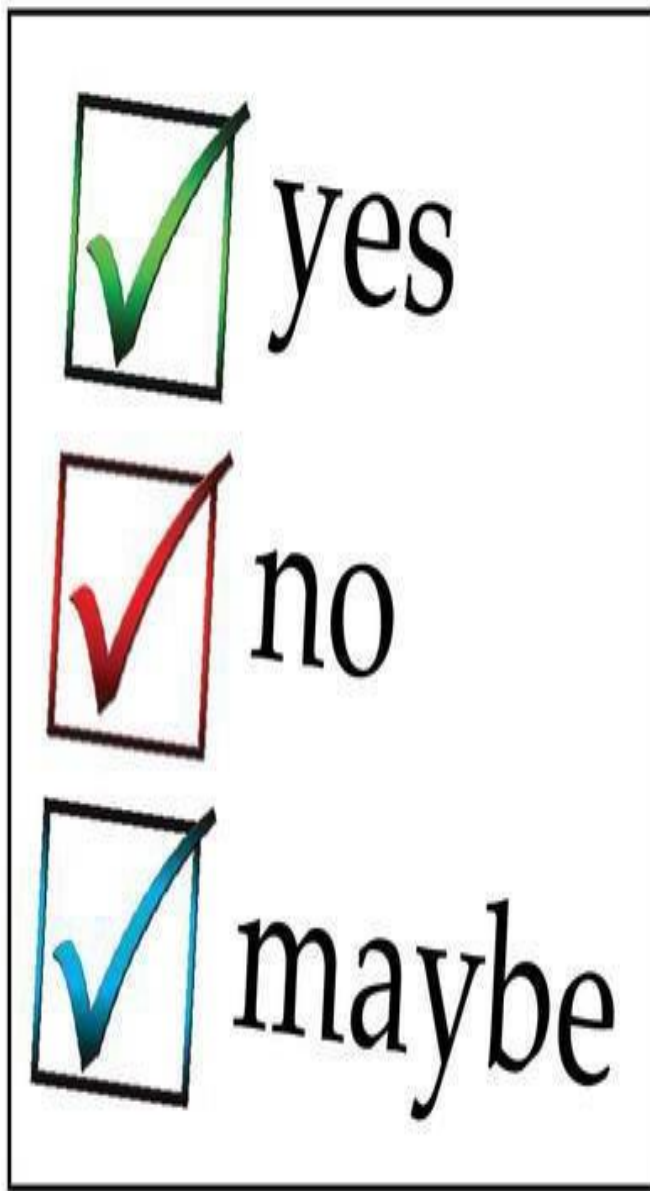
FALSE?

You can *learn*
how to do this
stuff – it just
takes *practice*



It's a process, not an event





No-one can help
you *get* what
you want, if you
don't know *what*
you want

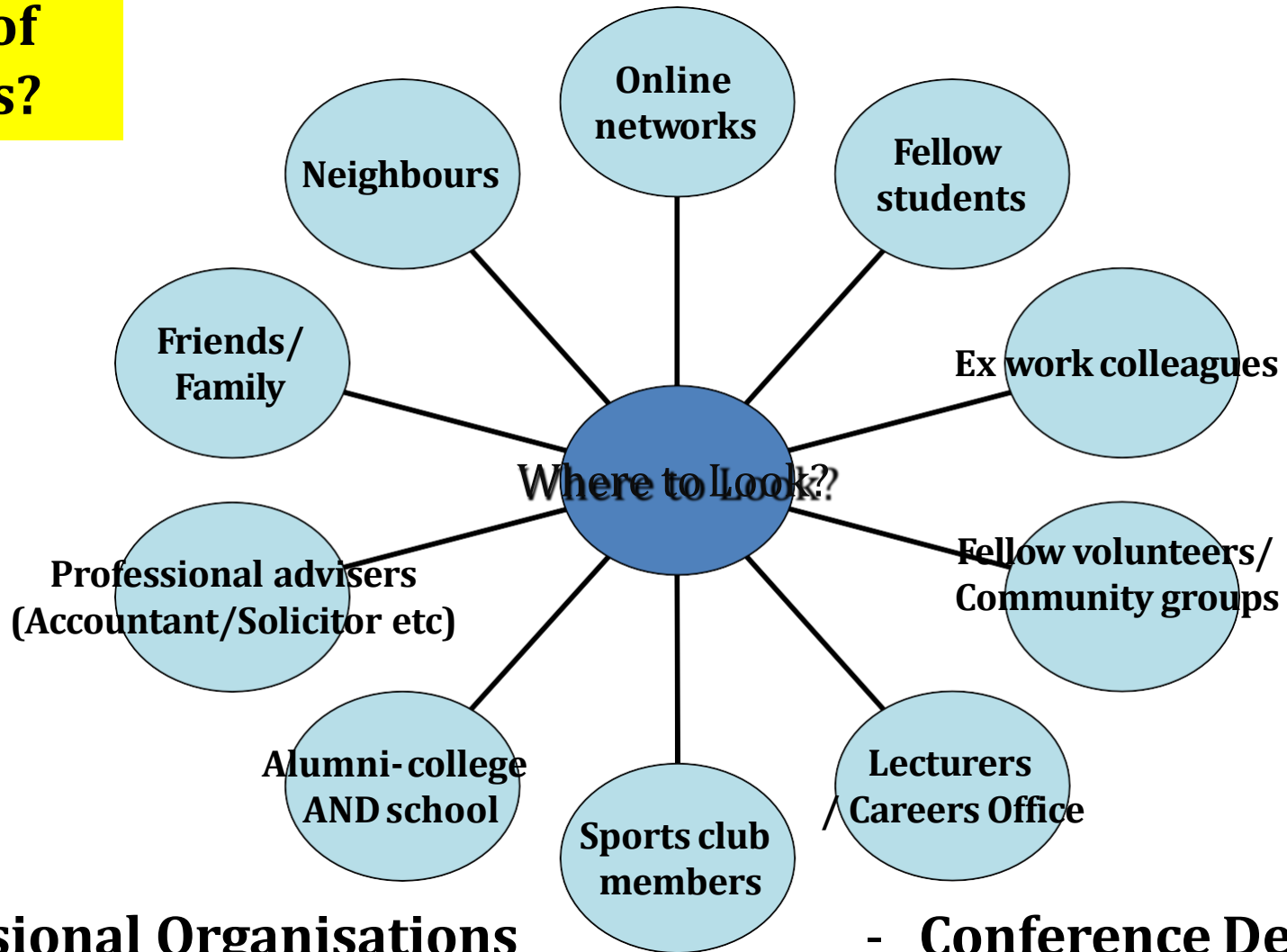
**Get out from
behind the computer.**



**Start a *real*
conversation.**

Building my Network....


Source of contacts?



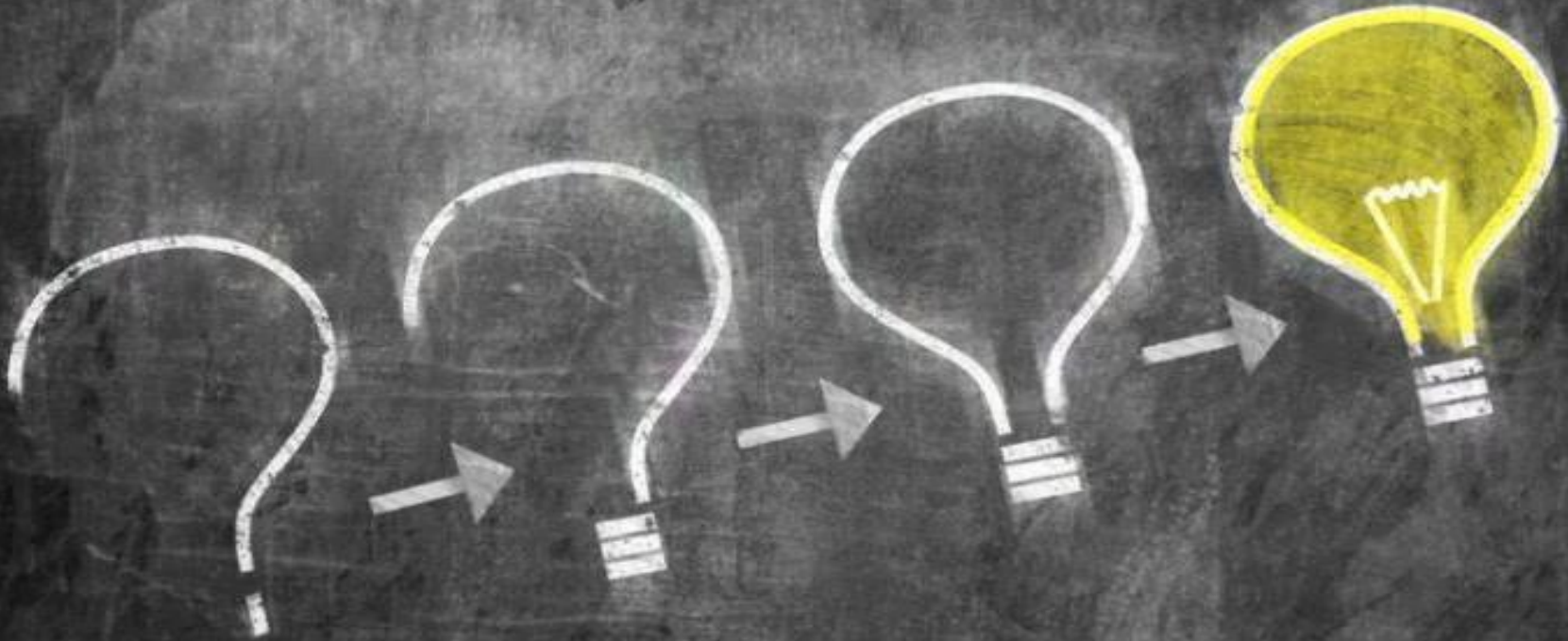
- Professional Organisations
- Trade publications

- Conference Details
- Start-ups

Have a plan

Company/Contact <i>People I know</i>	Action <i>What will I ask?</i>	Contact Log <i>Arranging to talk</i>
		

Informational Interviewing



Learn more about what is happening in an industry/company/career area by **asking questions** of **someone** close to that area

10 Rules for Successful Job Search

1. Play the numbers game
2. Be consistent
3. Be persistent
4. Be brave
5. Follow up and follow through
6. Stay positive - downside is limited
7. Understand that people want to help you
8. Say Thanks – give back
9. Have something useful to say about yourself
10. BUT Listen more than you talk



And if it's so
OBVIOUS, why isn't
EVERYONE doing it?

80% | 20%

Choose your attitude



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