The Proven Method

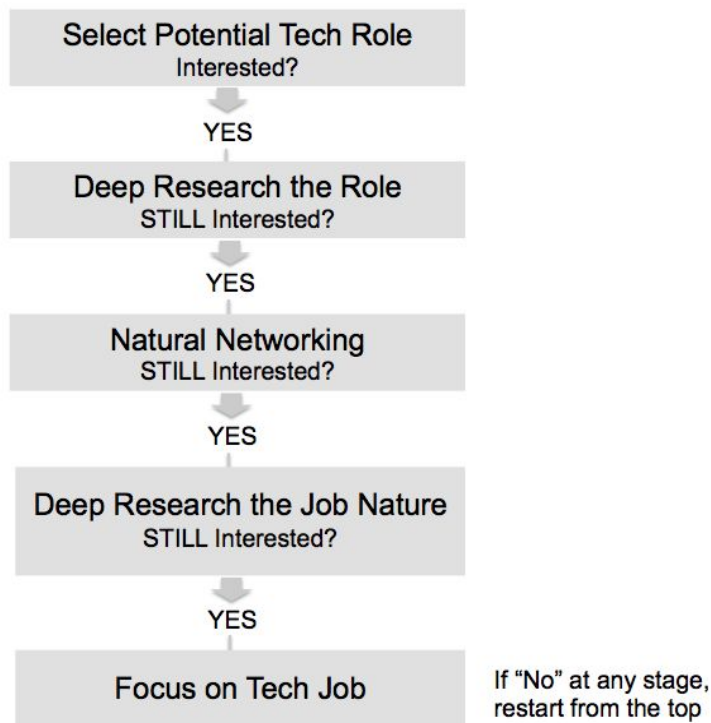to Check if Your Tech Skill
Matches the Employer's Expectation

Can I fit in with my target companies?

Am I qualified to land a tech job with them?

The three proven steps to know for sure you're able to make the

leap

A little recap: you're walking down the path to the dream job in tech.

You've been spending months to answer two burning questions.

- Do you have the passion to become a techie? Yes, you do.
- Do you have the essential skills to call yourself a techie? Yes, you do.

You're going to focus on the Target Tech Role.

Because… Target Company + Target Tech Role = Dream Job

Step 1 : Research Dream Companies - Part 1 (Research)

Time Needed : 4 Hours

We're moving on with the Front-end web developer example and - research the target companies.

Armed with The Proven Method to Choose a Tech Role that Connects with Your Passion, you've created a list of 20 techies to test your tech job idea. You'll take a similar approach for natural networking again. This time, however, you will take the number of 10, instead of 20.

Ten was an ideal number which was slightly above the comfort zone.

What are you target companies?

Do you have a clear picture what they are like?

If you do, that's great; if you don't, don't worry, this guide has you covered.

Remember this article - Why Making a Career Change isn't as Hard as You Think?

Two of the given tips were:

- Understand what makes you tick at your current job
- Determine your strengths, weaknesses and goals

I was a writer. I loved reading remarkable content. So I defined my target companies as online media outlets in my career change. In other words, they were either a magazine or newspaper or some sort of new media companies that needed a techie.
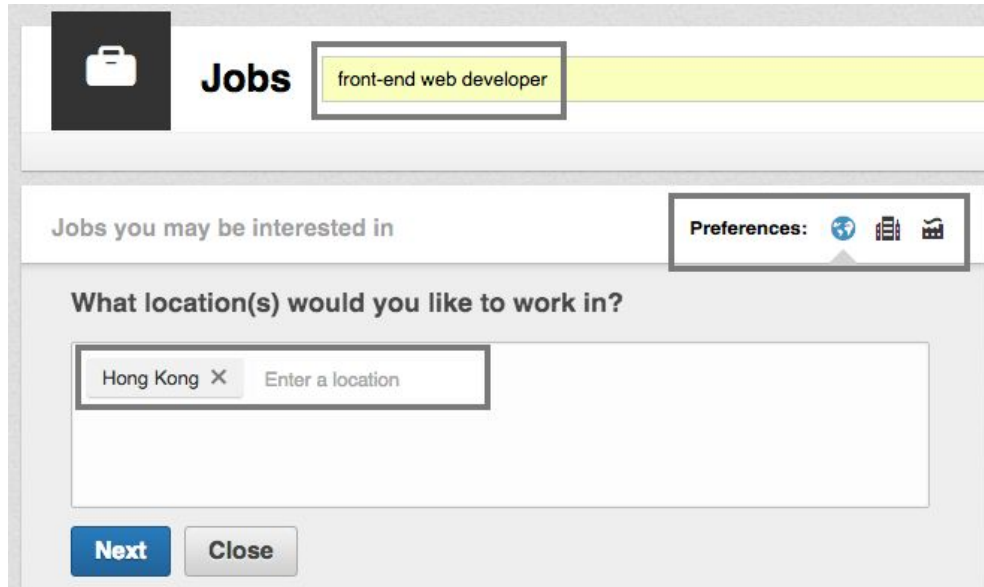
Initially, I could only list seven companies. I decided to expand my list to 20. So I went to the LinkedIn search-companies-by-industry-page. But I'd like to suggest you to do only 10. Once you click through the link, you'll see a page has a list of different subcategories with different industries.
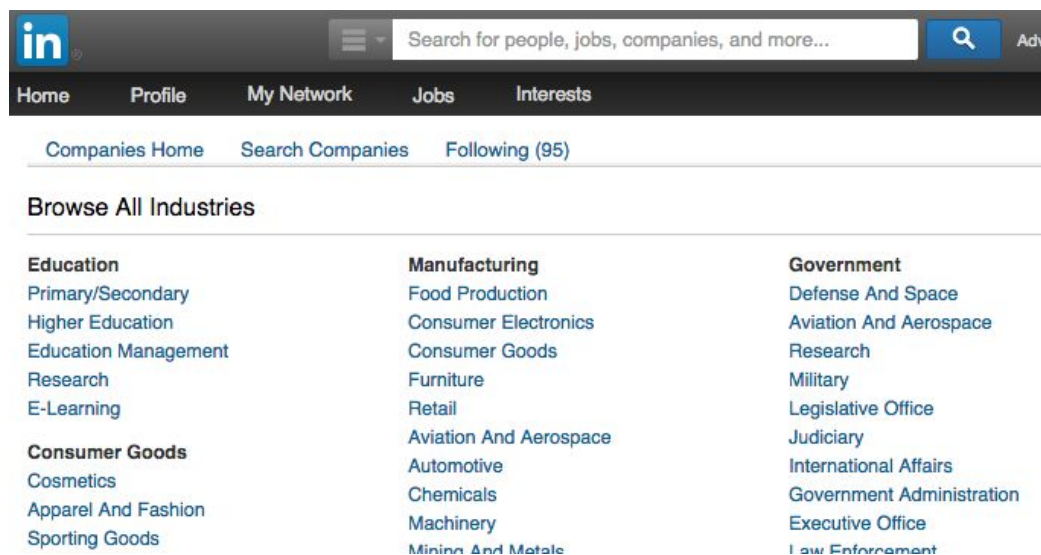
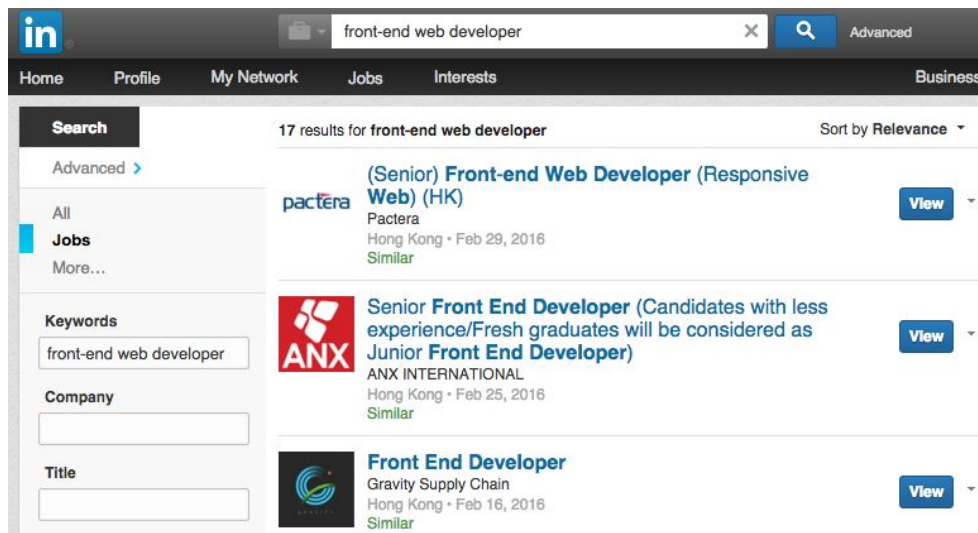This is your sandbox to look for target companies. Or, you can do it the other way.

Search "Front-end web developer" and set your preferences in the company's location, size and industry.

Press Enter and you'll see a list of your dream jobs!

The target companies have your dream jobs and they need you… yet they don't know you're the one they should have on their team.

You need to prove your value to them in a direct way. So, first, you need to study the target company from the outside in.

Action item : Prepare a notepad and a pen. Complete the worksheet [Here](#)

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Step 2 : Research dream companies - Part 2 (Dynamic Research)

Now the focus shifts from you (the tech job seeker) to them (the target companies).

Joyce Akiko, the author of *Freelance Your Way to Freedom*, also wrote *How to Get a Great Job in Tech without a Background in Tech*. She mentions a simple method to know the target companies' technical needs from the outside in:

- dig up the job descriptions for openings you'd love to fill.
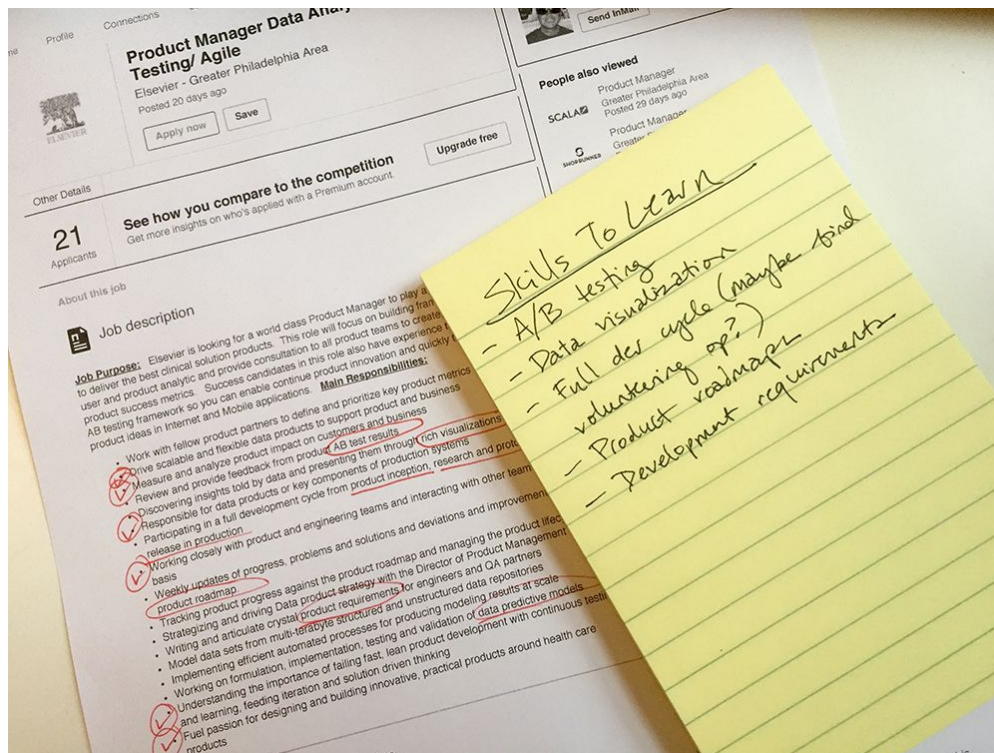
- next, ask great about your list of target companies.

Everyone likes to talk about themselves; so do your target companies. Put yourself in their shoes. Talk about the solutions to their problems. You - the medium - will have the dream job you want.

Ask again, but it is not asking for a job. You're asking for their problems so that you can then turn yourself into a solution for their problems later.

Meanwhile, you add something more - humanity - which is the secret sauce of natural networking. You need to not only provide necessary skillsets to your target companies, but also befriend them.

Even though you might not fully have the skillset to tackle their problem yet, you can learn it along the way. Once you have a relationship with them, you can keep them posted regarding your learning progress. The beauty of this is: you have the relationship with them before you walk into the interview room.

In contrast, most candidates get the job interview only by a resume, filtered by an HR department, and don't have this kind of power. The decision makers can only judge their qualifications with a piece of paper.

Furthermore, candidates who play the long run game have one more unfair advantage - they will truly understand their employers' hopes, fears and dreams.
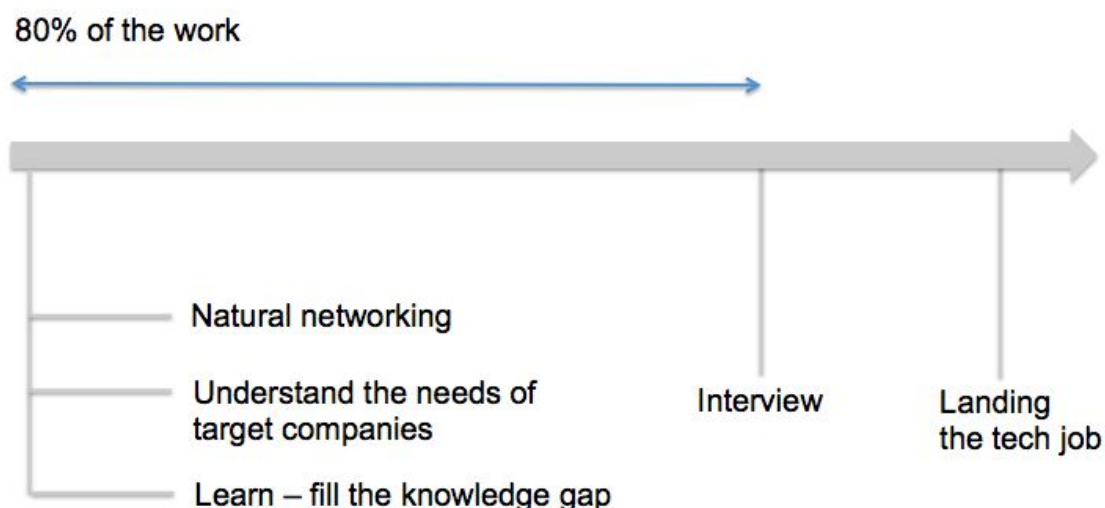
Why do you need to deal with the emotional parts for the target companies? Because they are humans - just like you.

In the new age, there are two traits I want a techie to have. First, a burning desire to keep learning new tech skills. Technology changes constantly. You need to adapt yourself relentlessly. Second, I want that the techie is not only strong in tech skills, but also in communication. Many tech persons are effective in their technical skills, but lack the ability to bring their ideas across to others.

This was one sample feedback I got from natural networking. There is no chance you can get this kind of feedback from a job ad or from an interview.

More importantly, you have the chance to prove to your potential employers before the interview.

Simply put, you need to do 80% of the work upfront.

80% of the work

Natural networking

Understand the needs of target companies

Interview

Landing the tech job

Learn – fill the knowledge gap

So, start to learn your dream job from the inside out by:

- Writing emails to ask if they were available for a coffee meeting with a fall back option
- Ask quality questions in search of their hopes, fears and dreams in hiring a talent

The No-fluff Email Template

for Natural Networking with Techies
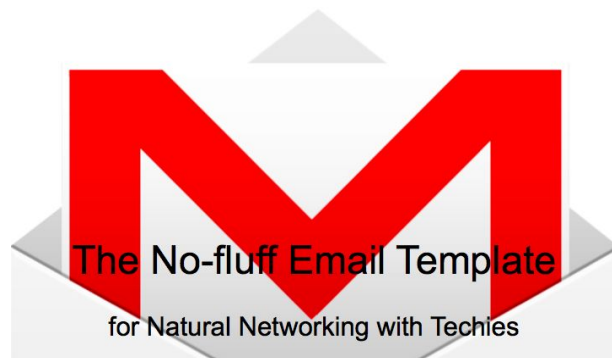
Click to Download - **Here**

The king in The No-fluff Email Template is the ideal person who had the decision making power for your dream job. If you can't find the king at the first step, you should find the most nearest person from him, it could be the queen or the jack. They might or might not know each other. But you could ask them for more insider information in the promised land and point you to the king.

Action item : Prepare a notepad and a pen. Complete the worksheet Here