**How to Get Employed (Job Side)**

**1. Fix Your CV & LinkedIn**

* Highlight **achievements**, not just duties.  
  Example: instead of *“Developed a website”*, write:  
  *“Developed a responsive website that increased customer engagement by 40% at [Company].”*
* Use **keywords** from job descriptions so Applicant Tracking Systems (ATS) don’t filter you out.

**2. Apply Smart, Not Blindly**

* Don’t send 100 random applications. Instead:
  + Target **10 companies** in your field.
  + Tailor your CV/cover letter to **each one**.
  + Reach out to someone inside the company on LinkedIn before/after applying.

**3. Networking = Hidden Jobs**

* 70% of jobs are never advertised.
* Attend **meetups, tech talks, hackathons** (e.g., Nairobi Tech Week, iHub, etc.).
* Message professionals on LinkedIn:

“Hi, I’m a fresh CS graduate passionate about AI/ML. I’d love to learn how you started your career and if your company hires junior devs.”

**4. Get Experience While Waiting**

* Contribute to **open-source projects**. Recruiters love seeing this.
* Volunteer your skills for NGOs, schools, or small businesses → this fills your CV with real work.
* Freelance while job-hunting → sometimes, your freelance client becomes your employer.

### 📞 Call Script for Eccra Interiors

**You:**  
“Good afternoon, my name is Peter Kaheni, I’m a Computer Science graduate specializing in digital solutions for businesses.

I came across Eccra Interiors and I really admire how you’re creating beautiful, comfortable spaces.

I help businesses like yours attract more customers through:

* **Social media management** → consistently showcasing your interior projects and furniture, so more people discover and trust your brand.
* **Digital marketing** → running targeted ads to reach homeowners, real estate agents, and offices actively looking for décor solutions.
* **Graphics design** → creating elegant posters and visuals that reflect your brand’s sophistication.
* **Active website & WhatsApp Business integration** → making it easy for clients to view your catalog and contact you instantly.

Would you be open if I shared a quick proposal with examples of how these can help Eccra Interiors get more clients and visibility?”