

Welcome to: LHH Orientation

LHH

We're happy to meet you!

- ▶ If your proper name doesn't appear beside your picture, please edit
- ▶ In participants panel > find your image > hover over your name > click MORE > Rename
- ▶ Change to your first name, last initial
- ▶ Have a question? Send us a message in the chat feature.

Audio

Webinar audio is best accessed via computer:

- ▶ Click on microphone icon located at the bottom left of the screen to **mute** or **unmute**.
- ▶ To switch from computer audio to phone audio, click on the arrow besides the microphone icon, select *Switch to phone audio* and checked off *Leave Computer Audio*.

Netiquette

- ▶ Join the webinar from a quiet area and turn off back-ground noise.
- ▶ Your choice to have your video off or on. Remember we can see everything behind you!

LHH Orientation



Agenda



Understand your LHH services



Hands-on exercises within the
Career Resource Network (CRN)



Key strategies for the first 2 weeks



Prepare to meet your career coach

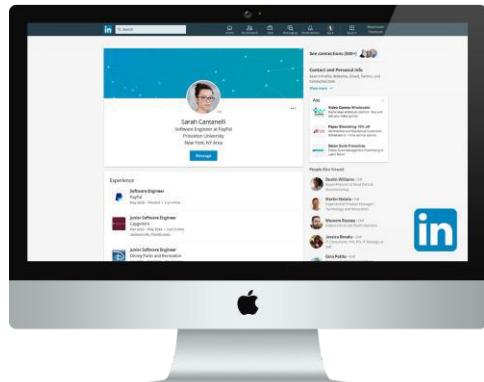
LHH Program Overview

Active Placement: Better jobs faster

Brand

LHH branding specialists create tailored branding packages which include:

- ▶ Targeted resume/CV
- ▶ LinkedIn profile
- ▶ Digital Talent Exchange (DTE) Profile (promotes candidates to hiring managers)



Coach

LHH career coaches provide individual support on:

- ▶ Career decision-making
- ▶ Personal brand and online reputation management
- ▶ Interviewing
- ▶ Networking
- ▶ Negotiation



Connect

LHH connects candidates to opportunities via:

- ▶ LHH Digital Talent Exchange (DTE)
- ▶ Global Connect Forums/GCF



Place

LHH helps candidates land meaningful work, faster:

- ▶ 92%+ successfully placed before program completion
- ▶ 90%+ placed at > = salary / position
- ▶ 70%+ say LHH positively impacted employer perception



Your LHH team and how we support you

LHH

Candidate Support	Webinar Facilitators	Branding Specialist	Digital Concierge	Career Consultant
I help you and your consultant	I share best practices	I help get your resume noticed	Ella suggests CRN content	I guide you through your program

Need help?

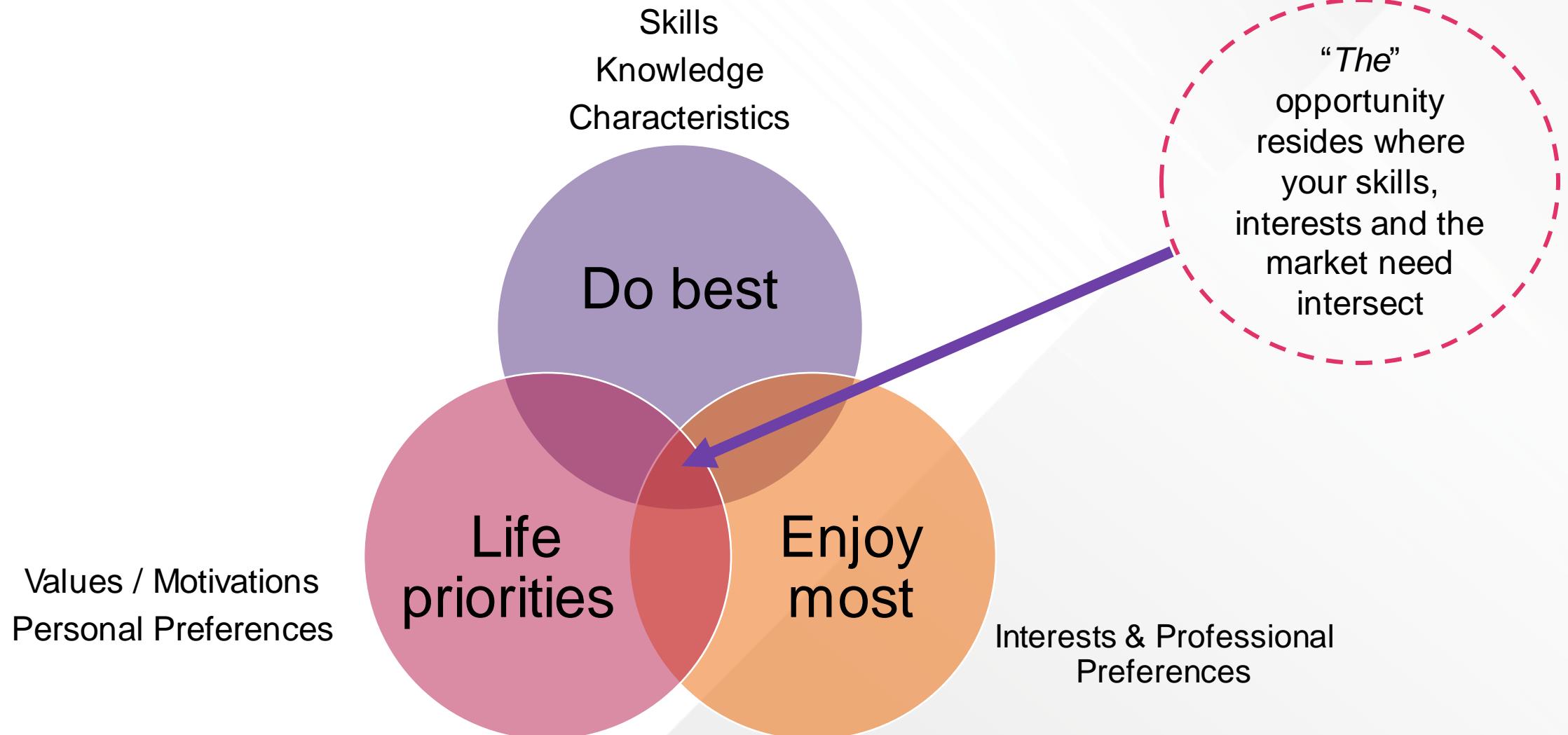
Contact us at:

candidatesupport@lhh.com



Where do you start?

Assess yourself and the market



Know your ‘professional brand’

Branding is defined as the process of differentiating yourself and standing out from the crowd presenting your unique value



Key components of the marketing plan

What are you seeking?

What are your skills and competencies?

What is your background?

**What companies would be a good fit for you?
(20-40)**

NAME			
ADDRESS	PHONE	EMAIL	LINKEDIN
PROFESSIONAL OBJECTIVE			
Technical support management or engineering with emphasis on customer problem resolution			
COMPETENCIES			
Management/Performance	Technical Expertise	Customer Service	Team Development
Expense reduction Team productivity gains Cross-functional team building Budget administration Team building	Technical troubleshooting Technical solution presentation Evaluate and implement methods of procedure Product specification and development	Service review presentations Manage and resolve conflict Proactive consultation Case follow-up	Defining training programs Coaching and mentoring Improving quality of life Metrics for team performance
POSITIONING STATEMENT			
A performance-oriented Technical Support Manager with proven team management skills and diverse technical experience supporting carrier class and independent service provider telecommunications networks. Strengths include leading and developing effective technical support teams, resolving conflict, communicating technical solutions to customers, and leveraging internal cross-functional relationships. Most recently, as manager of ACME Telecom Global Optical Technical Assistance Centre, I achieved significant operational cost reductions and team productivity gains, cultivated service revenue opportunities, and improved customer satisfaction across a broad range of technologies and products.			
TARGET MARKET AND TARGET COMPANIES			
<u>Geographic location:</u> UK, Canada and US <u>Types of Industries:</u> Telecommunications Network Consulting Firms, Equipment providers; Service providers; Private network IT staff <u>Size of organizations:</u> Small consulting firm or private network staff; start-up equipment providers; larger established service providers <u>Culture:</u> Autonomy in executing responsibilities, emphasis on customer satisfaction and internal personnel development			
Service Providers XXX Company XXY Company XXZ Company XYX Company XZX Company	YYY Company XZZ Company XXX Company XXX Company XXX Company	XXX Company XXX Company XXX Company XXX Company XXX Company	XXX Company XXX Company XXX Company XXX Company XXX Company

Career Resource Network (CRN)

CRN – Hands-on exercises/demo

Review your personal and coach information

Get your resume reviewed by our branding specialists

Get noticed in our Digital Talent Exchange

Choose your roadmap

Register for webinars in “Live Events”

Take the D&B Hoovers tutorials under “Help”

Begin drafting your personal marketing plan

Take online assessments

Access LinkedIn Learning

Next Steps

Next steps



1 Have you scheduled a meeting with your coach?

2 Start drafting your personal marketing plan

3 Attend the Resume Essentials webinar; and upload draft to the branding specialists



(check your junk and spam folders!)

Suggested activities for the next 2-3 weeks

Week 1	Week 2-3
Review and select your preferred career roadmap: Homepage>Find Your Profile Initials >Settings	Begin developing your draft resume
Download the marketing plan under the card <i>“Marketing Plan: Give Your Job Search Direction”</i>	Suggested webinars: Homepage>Live Events: <ul style="list-style-type: none">○ Develop your brand○ Create accomplishment stories○ Resume essentials○ LinkedIn 1 and/or 2
Review online self-assessments to further identify your skills, interests, values	Upload resume draft to Branding Specialists for review. See Homepage>Popular Links
Download SOAR templates under the “Your Accomplishments” card	Book a touch-point meeting with your career coach
Develop your ‘exit’ statement”. Find on the CRN>Career Resources>”Your exit statement” card	Connect with LHH LinkedIn groups: U.S. - LHH Career Networking Group Canada - LHH Career Networking Group

Your opinion is important!



https://adeccogss.eu.qualtrics.com/jfe/form/SV_b1O4akSyfduJAFw

Addendum

Career Resource Network (CRN)



HOME ROADMAP CAREER RESOURCES LIVE EVENTS



Get started on My CRN!

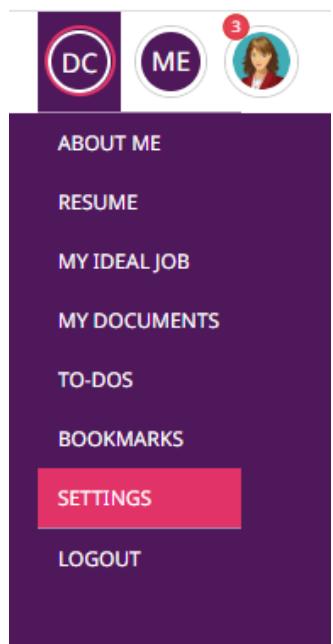
You can change your goal roadmap under [Settings](#).

Popular links

[Get Your Resume Reviewed by LHH's Branding Specialists](#) |
[Digital Talent Exchange: Get Seen by the Hiring Community](#) |
[Learning Centre Events](#) | [Interview Centre](#) | [JobScout](#)

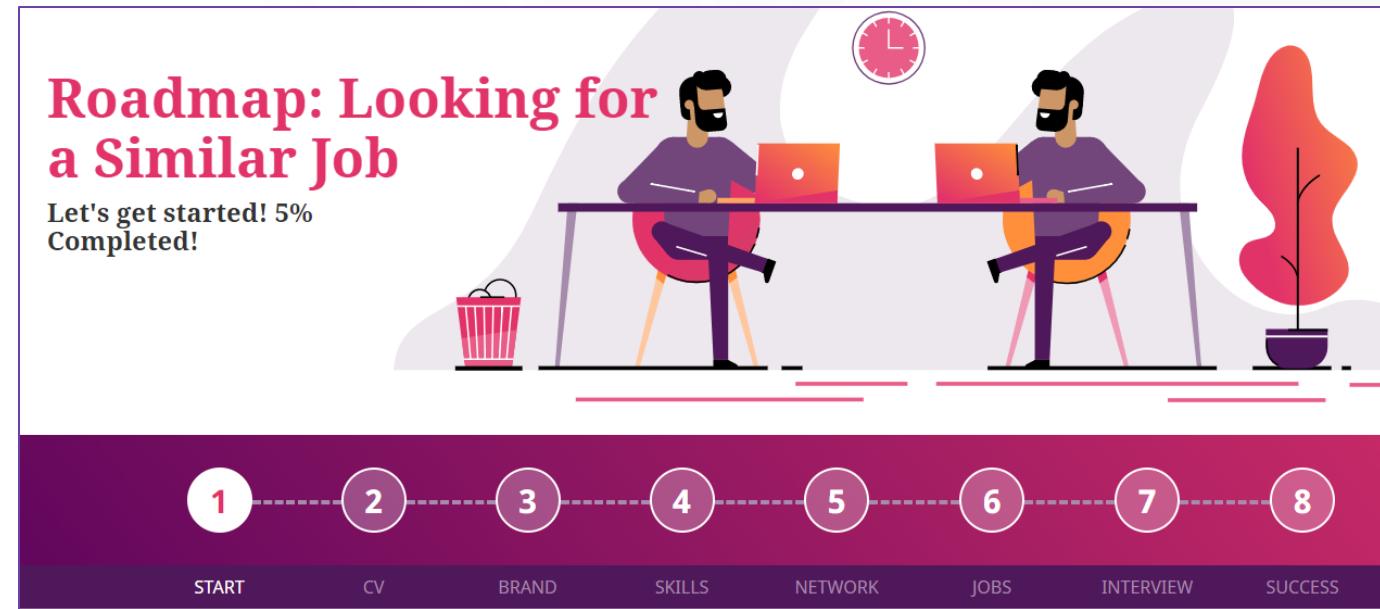


Changing your career goal



My Goals

- Similar Job**
I want the same type of job as my last job.
- Career Shift**
I need a completely different job.
- Entrepreneurship**
I want to start my own company, be my own boss.
- Retraining/Education**
I'd really like to gain new skills and better my career.
- Active Retirement**
I think it's finally time for me to retire.
- Portfolio Career**
This new "Gig Economy" just might be for me.



WHAT:

- Global database of 18+ million public and private companies. Over 25 million executive bio's

WHY:

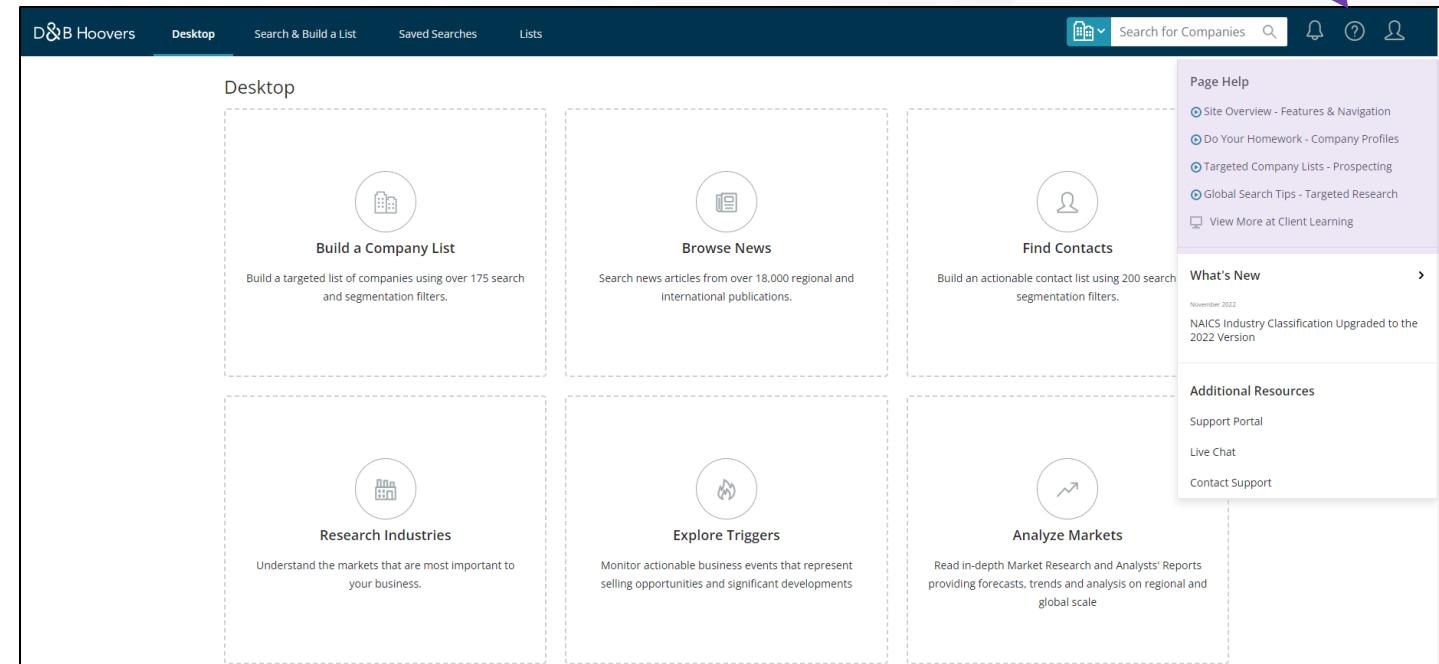
- To connect with companies and contacts

HOW:

- Share target companies, industries and contacts
- Incorporate findings into your search strategy
- Network in your target audience to connect with hiring managers

GET STARTED

- Under the ⓘ icon watch micro tutorials on using D&B/Hoovers features



Alumni services

Many tools and resources remain available upon program completion and include:

- Videos (recorded webinars and courses)
- All ‘read’ content on both roadmap and explore sections
- Downloadable samples and templates
- Access to job leads. Your Resume Profile will remain for a limited time
- Join the Canada and/or U.S. LHH LinkedIn Career Transition Groups for ongoing networking, which you’ll maintain access when you become an alumni

