

**BEN WAYMARK**

# HOW TO GET A JOB

In AI, Data Science & Tech



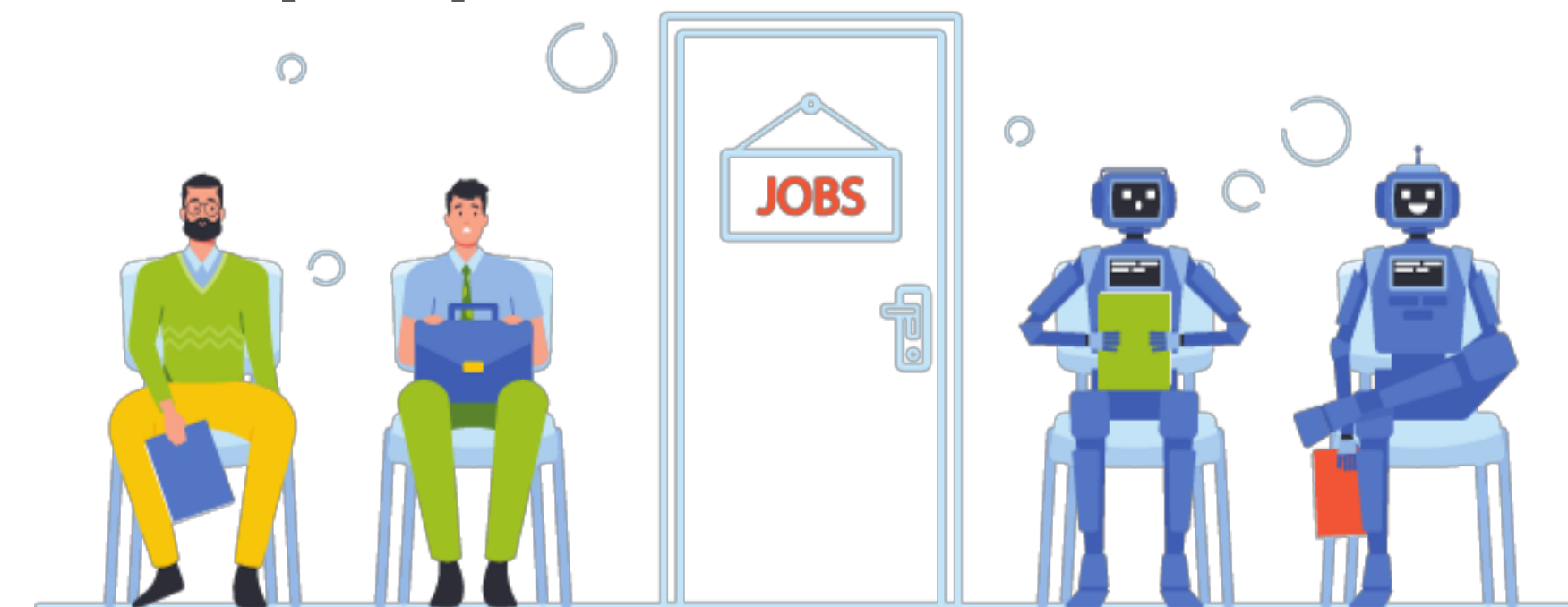
# WHAT AI JOBS ARE THERE?

- **Machine Learning Engineer**  
Develops and deploys ML models using algorithms and frameworks like TensorFlow or PyTorch.
- **AI Research Scientist**  
Works on cutting-edge AI techniques, often in academia or R&D labs.
- **Computer Vision Engineer**  
Specialises in image and video analysis using AI.
- **Natural Language Processing (NLP) Engineer**  
Focuses on text and speech processing for chatbots, translation, etc.
- **Robotics Engineer (AI/ML Focus)**  
Builds intelligent automation and robotics systems.
- **AI Ethics Specialist**  
Ensures AI systems are fair, unbiased, and ethical.



# WHAT DATA SCIENCE JOBS ARE THERE?

- **Data Scientist**  
Analyses complex data to extract insights and build predictive models.
- **Data Engineer**  
Designs and maintains data pipelines, databases, and infrastructure.
- **Data Analyst**  
Uses data visualization and statistics to inform business decisions.
- **Business Intelligence (BI) Analyst**  
Works with dashboards and reporting tools to provide actionable insights.
- **Big Data Engineer**  
Specialises in handling large-scale data processing using Hadoop, Spark, etc.
- **Statistician**  
Applies mathematical models to analyze trends and patterns in data.



# OTHER JOBS

- **MLOps Engineer**  
Focuses on deploying and monitoring machine learning models in production.
- **AI Product Manager**  
Bridges the gap between AI teams and business objectives.
- **Data Privacy & Security Specialist**  
Ensures AI models and data comply with privacy laws.
- **Programmer who knows AI**
- **Prompt Engineer**
- **Product Manager that is using AI**
- **Growth Hacker/Marketing person who uses AI for their job**
- **Someone who just uses AI for whatever job**
- **Total hack who is finding ways of using AI to make money**
- **Any others?**



# WHAT EMPLOYERS ARE THERE?

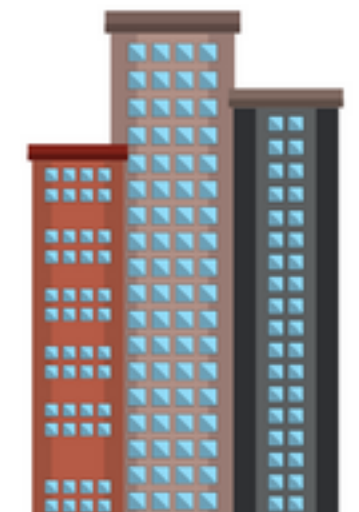
- Big Tech
- SMEs
- Small Consulting Companies
- Big Consulting Companies
- Startups
- Consulting & Contracting
- You starting your own company
- Any others?

Startup



**VS**

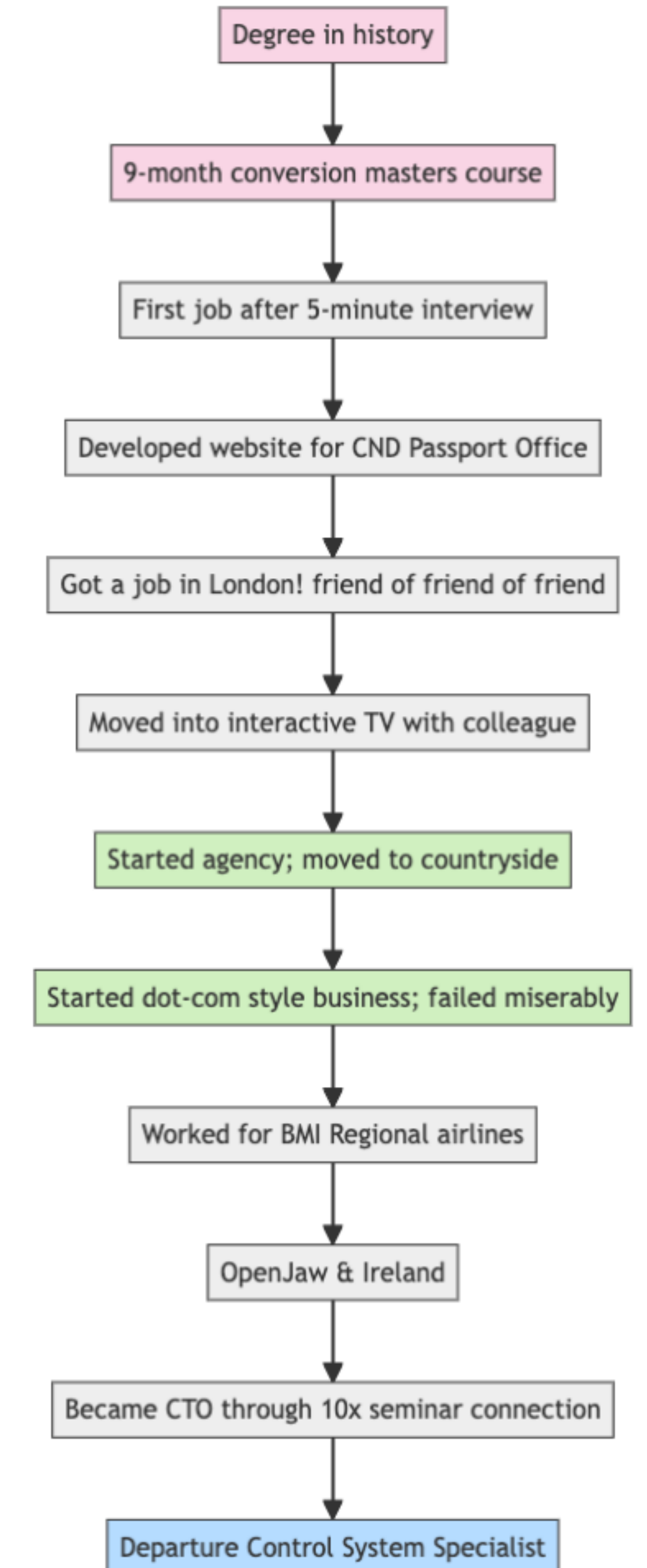
Big Company





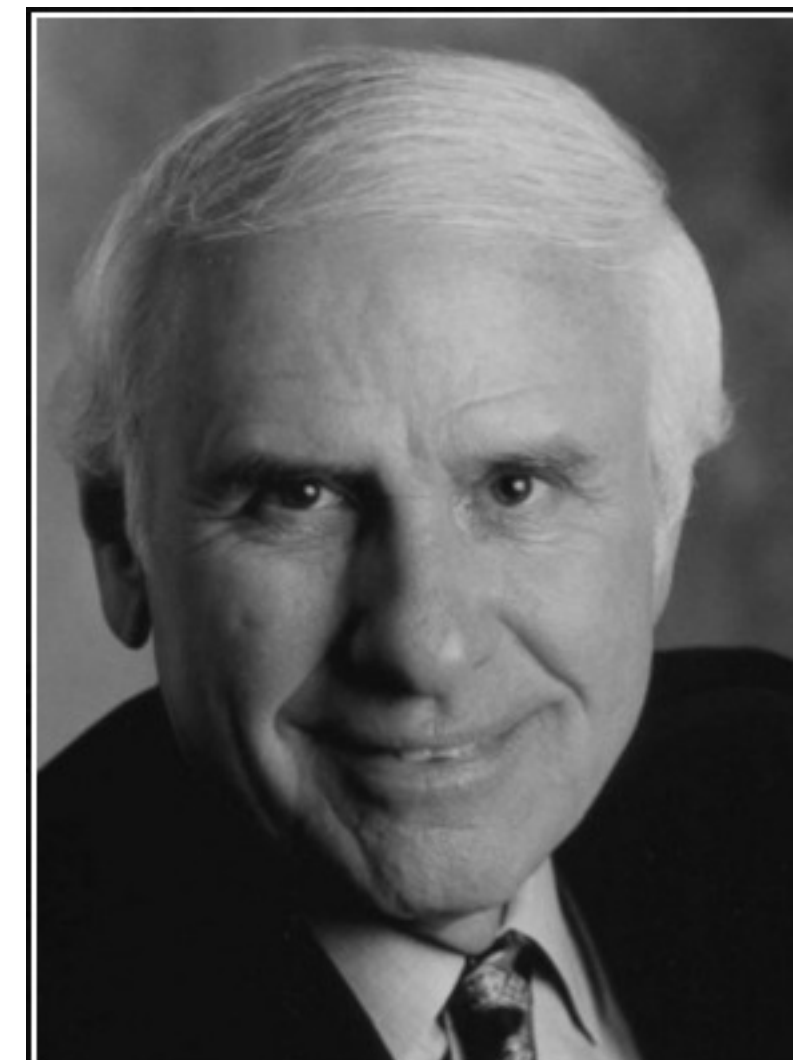
# STEP 1: WHAT IS YOUR STORY?

- Degree in history
- Did a 9 month course similar conversation masters
- First job after 5 minute interview
- Did a website for CND Passport Office
- Got a job in London
- Moved into interactive TV w/ friend
- Started agency; moved to countryside
- Start a dot com style business; failed miserably
- Worked for BMI regional airlines
- OpenJaw
- CTO from someone I met at 10x seminar
- What is your story?



# STEP 2: UNDERSTAND VALUE

- The fact that you are here, listening to me speak already puts you ahead
- People will hire based on value, so the first question you should ask yourself is what value can you bring
- An employee costs twice what they make; they should bring in three times what they make in billable revenue
- “I don’t do HTML” the good and the bad
- Making your management, department and company look good brings value
- Making those that help and mentor you look good brings value
- What else brings value?



We get paid for bringing value to the marketplace. It takes time,... but we get paid for the value, not the time.

— Jim Rohn —

# STEP 3: MITIGATING RISK

- Presentation
- Reputation
- Good salary
- Certifications
- Job experience
- Accomplishments
- CV as you go
- Know the market
- How else can you mitigate risk?





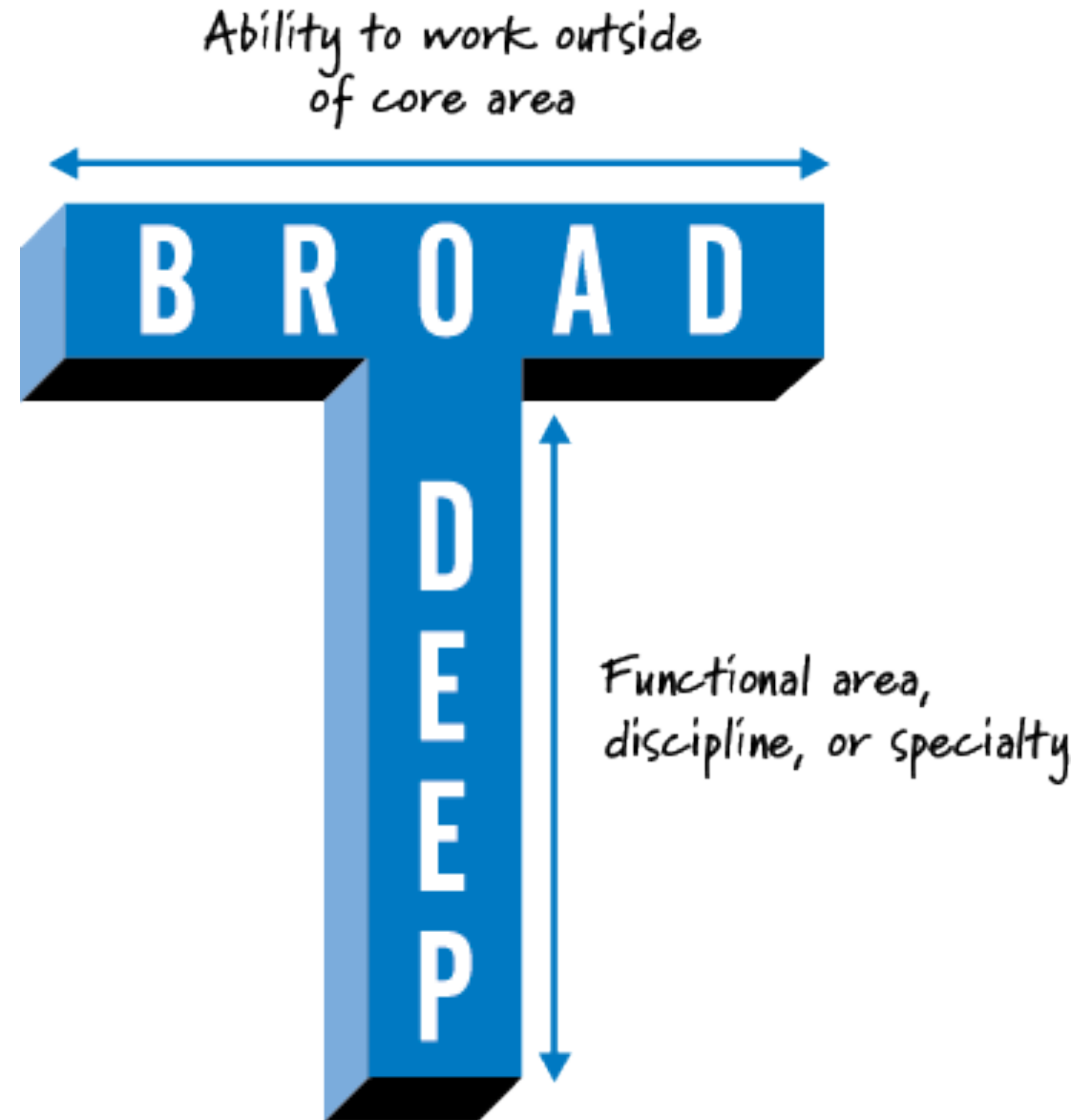
# STEP 4: PRESENTATION

- LinkedIn
- Listen to advice
- Find a mentor
- Networking
- Business cards
- QR Codes
- Presenting yourself (your best but authentic self)
- Finish what you start
- Any other suggestions?



# STEP 5: THE T SHAPED SKILL SET

- Learn everything
- Blogs, videos, TED Talks, books
- Conferences, events,
- Gain specific industry knowledge
- Learn public speaking
- Learn to write
- Contribute to open source
- Do something exception
- The Dilbert Principle (Draw/Write/Experience)





# STEP 6: YOUR CV

- Picture or No picture
- How far back?
- Bespoke to job / Long vs Short
- A managers perspective & at a stack of CVs
  - Quick filter criteria
    - Not being local; legal
    - No industry experience
  - Quick selection criteria
    - Local & legal
    - Specific technologies
    - Industry Experience
- Competing with manager (the dark side of hiring)
- Any other suggestions?



RICHARD SANCHEZ

MARKETING MANAGER

## CONTACT

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- 123 Anywhere St., Any City
- www.reallygreatsite.com

## SKILLS

- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication
- Critical Thinking
- Digital Marketing

## LANGUAGES

- English (Fluent)
- French (Fluent)
- German (Basic)
- Spanish (Intermediate)

## REFERENCE

Estelle Darcy  
Wardiere Inc. / CTO  
Phone: 123-456-7890  
Email : hello@reallygreatsite.com

## PROFILE

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## WORK EXPERIENCE

- Borcelle Studio** 2030 - PRESENT  
Marketing Manager & Specialist
  - Develop and execute comprehensive marketing strategies and campaigns that align with the company's goals and objectives.
  - Lead, mentor, and manage a high-performing marketing team, fostering a collaborative and results-driven work environment.
  - Monitor brand consistency across marketing channels and materials.
- Fauget Studio** 2025 - 2029  
Marketing Manager & Specialist
  - Create and manage the marketing budget, ensuring efficient allocation of resources and optimizing ROI.
  - Oversee market research to identify emerging trends, customer needs, and competitor strategies.
- Studio Shodwe** 2024 - 2025  
Marketing Manager & Specialist
  - Develop and maintain strong relationships with partners, agencies, and vendors to support marketing initiatives.
  - Monitor and maintain brand consistency across all marketing channels and materials.

## EDUCATION

- Master of Business Management** 2029 - 2031  
School of business | Wardiere University  
GPA: 3.8 / 4.0
- Bachelor of Business Management** 2025 - 2029  
School of business | Wardiere University  
GPA: 3.8 / 4.0



# STEP 7: THE INTERVIEW

- Be prepared
- If you know someone at company, use them
- Video and tutorials on how to ace interviews
- Weave a narrative; tell a story
- Be authentic but your best most authentic self
- “Don’t complain about your ex”
- Know company and (ideally) person you are interviewing with
- Never say no
- Don’t lie
- You are interviewing them too!
- Any other tips?





# STEP 8: YOUR SALARY

- Know your market
- Glassdoor
- Salary reflect your value to an employer, not your value as a person
- Salary based on market + company need
- Slightly higher than average is ideal
- Package is everything
- Stocks are often worthless; understand vesting etc
- Any other thoughts?





# STEP 9: FOLLOW UP

- Relationships are everything
- If you use a recruiter, keep talking to them
- Email a follow-up, any excuse you can think of but don't be aggressive
- If you aren't selected, try and find out why
- How do you follow up?



# INTERESTING ARTICLE

- The Reality of Tech Interviews in 2025



