**2. Write a customized, detailed thank-you email based on your interview conversations**

Here is the word-for-word email I sent my future hiring manager:

Hey Anum,

Thank you again for talking with me Tuesday night, I really appreciate the advice and all your help. It was great to learn more about the Sidekick team and your experience at HubSpot.

Working with such a scrappy, fast-paced team within a company I truly admire would be an incredible learning experience, and I would love the opportunity to prove I’m a great fit for the role.

Attached is a how-to slide deck on SEO that I created for our [Client name] at 451 Marketing. I’ve also attached my resume and a one-pager to illustrate why I want to work for HubSpot and how I align with the culture.

Below are highlights of publications I’ve contributed to:

Finally, below is a link to my website where you can see more of my publications and projects. I’ve also included a link to a program I initiated at Boston University this year called the “Thanksgiving Homestay Program.”

Hope you’re staying warm and surviving Juno. I look forward to hearing back from you!

Best,

Cambria

I knew I wanted my post-interview follow up email to convey these elements:

1. **Context and personality –** I started jotting down notes after the interview to ensure that I could include some personal connection or common interest that would help [Anum](https://www.anumhussain.com/) remember me among a pool of hundreds or even thousands of candidates.
2. **Determination –** I tried focusing on these main themes to demonstrate how badly I wanted the job:
   * Specific characteristics of the team that stood out to me
   * Elements of the position that appealed to me most
   * Values that I share with the company
   * For example, I emphasized the “*scrappy, fast-paced”* nature of the team as an aspect that particularly excited me about this role.
3. **Value –** I recapped why I would be an asset to the team and the company. Instead of talking in generalities, I cited *concrete* examples of how I would contribute by drawing from past experiences, providing links to various content, projects, and presentations that I have worked on, some of which I had spoken about during my interview.
4. **Hustle –**Finally, I needed to hustle. This brings me to the final step.