



Says

What have we heard them say?  
What can we imagine them saying?

Thinks

What are their wants, needs, hopes, and dreams?  
What other thoughts might influence their behavior?



A Resume is a one-to-two-page document presenting key facts about your professional experience.

This is experience and overview as a senior tech recruiter.

As companies accelerate their hiring needs

Bridge between confusion and clarity.

A Resume is used for job search

A CV-for academic purposes.



The CV presents a full history of your acodemic credentials.

Dictated by years of experience.

Training materials or experience on the job

Qualifications for a specific position.

The most important educational qualifications you hold

An excellent resume has the power to open doors.



Does

What behavior have we observed?  
What can we imagine them doing?

Feels

What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?



[See an example](#)