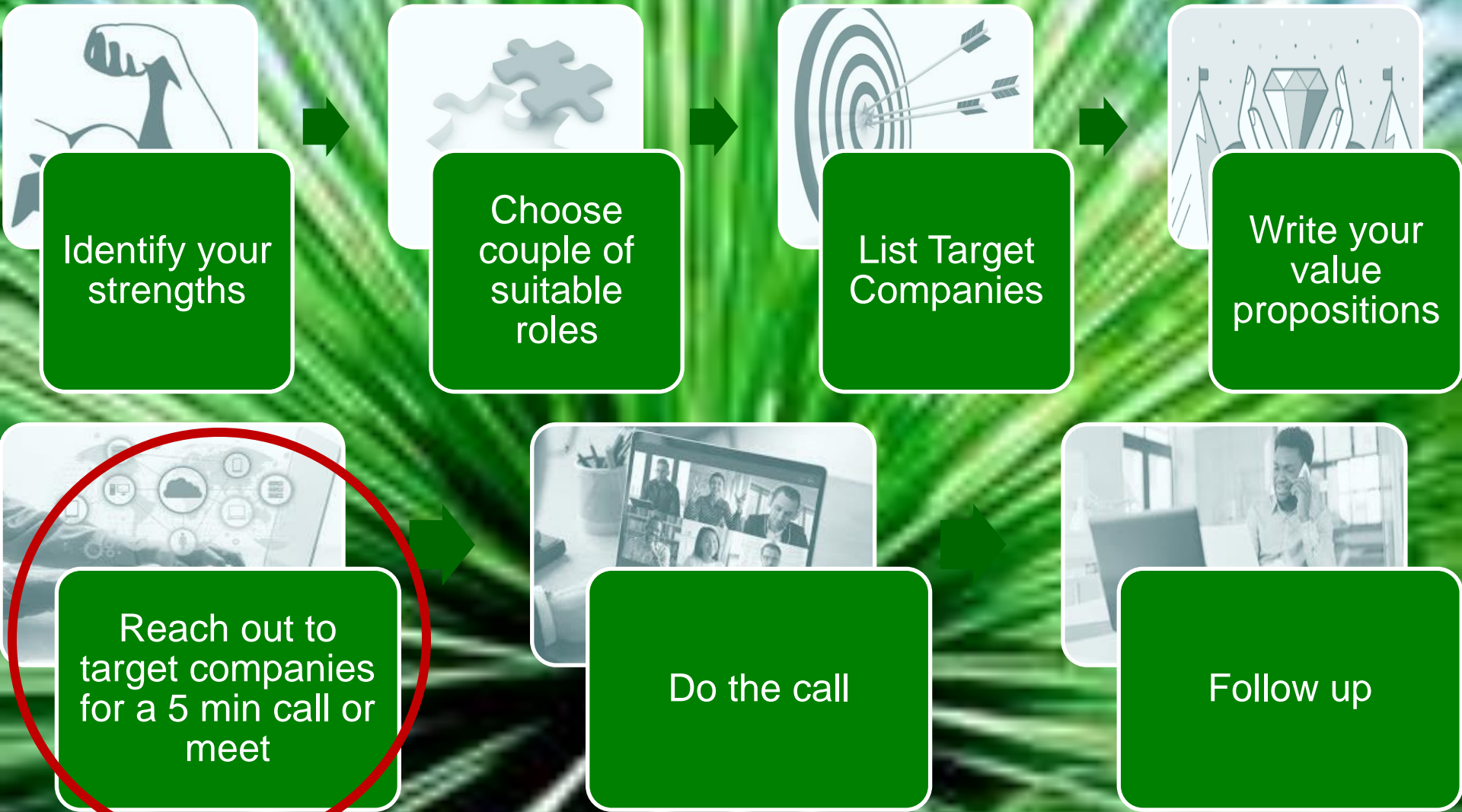


# How to get calls for an Interview for desired role

## Deep Dive into Getting a 5 minute call



# Introduction

Management Coach and Mentor with 40 years of experience in Talent Development

Arun Singhal



Post Graduate in Marketing & Finance from IIM

Bangalore in 1981

26 years of work experience in Unilever, Johnson & Johnson and Dumex India (now Danone Nutrition) in sales, marketing, operations and general management in senior positions in India and Asia Pacific

Been consulting, coaching and counselling individuals, small and medium business since 2007

Working with IIM Udaipur since June 2015 as faculty for IBP in addition to driving entrepreneurship, emotional intelligence, Bloomberg Lab and career counseling

Also a certified CEO coach

Coached and Mentored for past 14 years @

- ✓ IIM Udaipur
- ✓ Vikram Cements
- ✓ Seva Mandir Udaipur
- ✓ BSL Ltd
- ✓ Mayur Suitings
- ✓ Volkswagen India
- ✓ Kris Flexipacks Pvt Ltd
- ✓ Bayer India
- ✓ Cello India
- ✓ Makarizo Indonesia
- ✓ Ayushakti Health Care Pvt Ltd
- ✓ Hia Designs
- ✓ Mind Technologies
- ✓ Hindustan Instruments
- ✓ Panache Computers

*Enrichmentors*

*Building Businesses, People, Wealth & Health Successfully over 40 years*



# Purpose

The purpose of the module is to give you an in-depth understanding of how can you get a 5 minute call that can better help you get a call for an interview for a desired role.

At the end of this module you will learn the following

- Understand why is it important to get a 5 minutes call
- Understand what do you do today to get a 5 minutes call
- What steps should you take to get a 5 minutes call
- What could your get a 5 minutes call look like?



# Why get 5 minutes call ?

- Getting an interview call is a B2B sales process where you sell yourself for your interview call
- The process of selling your self is a two step process like any B2B sales process
- Getting a 5 minute call is the first step of the process during which you build a quick rapport with the recruiter and
- Reach an understanding on how to move further through understanding their requirements
- Any attempt to skip this step only leads to process being aborted in the absence of rapport with the recruiter



# Current Process Review

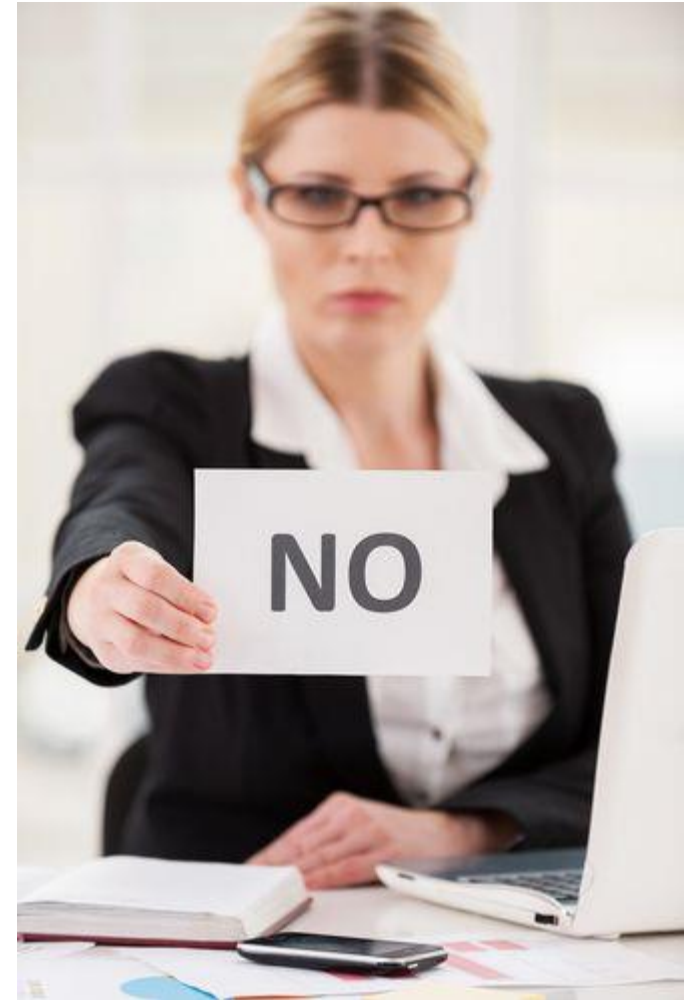
What do you do now to get a 5 minute call and how good is it?

Current Process	Process Effectiveness



# Current Process of connecting with recruiter

- Most of us do not try to get a 5 minutes call with a recruiter
- We directly jump to selling our candidature and get shut off with very poor response rate because
  - Recruiters are also human beings and respond favorably to people they like
  - They also like to work with people who try and understand their requirements before pushing their candidature
  - If fact they don't like being pushed and would like to work at their own pace as all of would also!





# Reach out to Target Companies

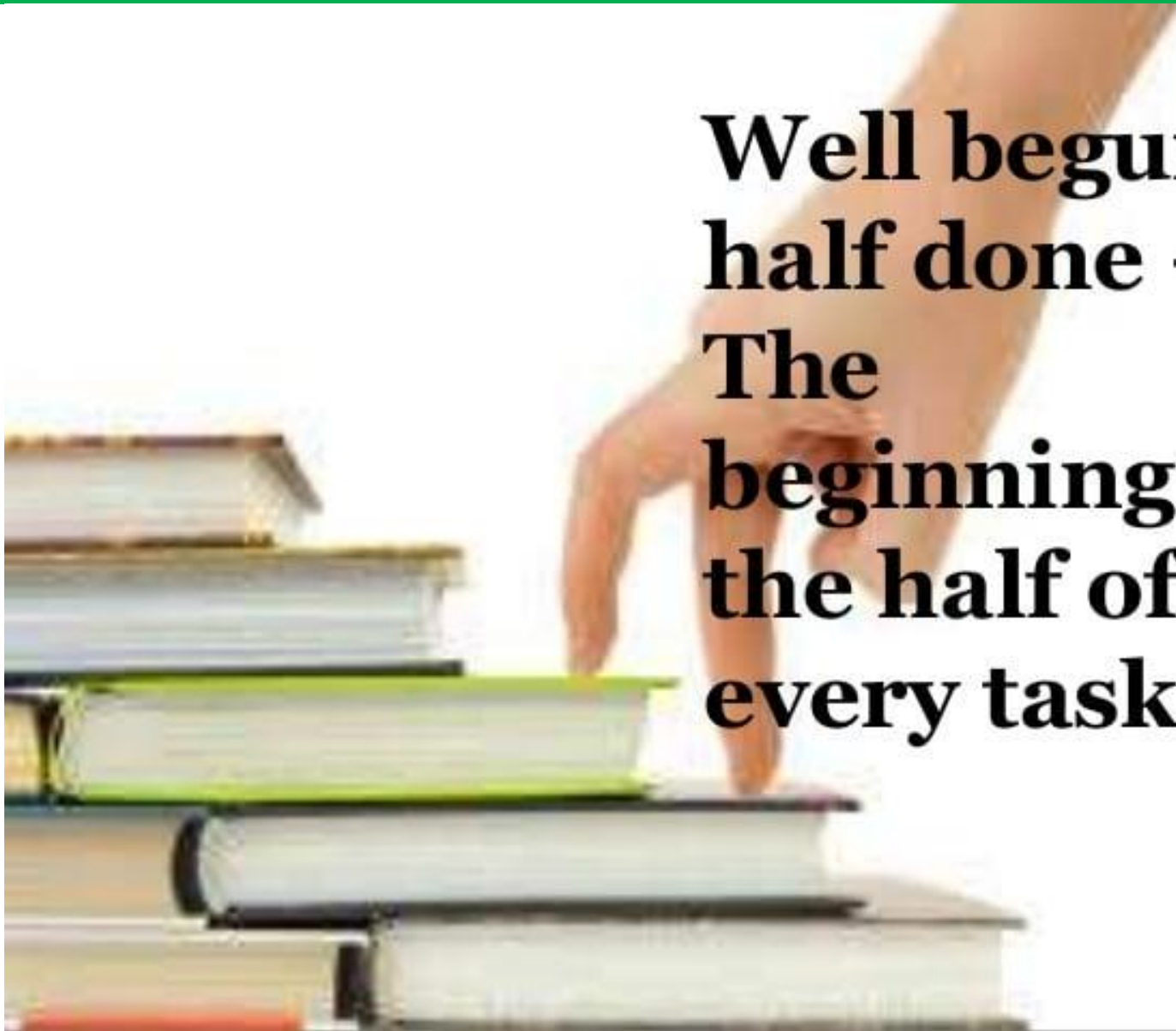


- Collect the email id, phone number or LinkedIn Page of the Company Recruiters
- Send a short message about your Value Proposition and requesting a 5 minutes phone conversation to see how could you help them further
  - “ Hi Arun Sir, I understand that you are looking for experience software testing professionals who can test the softwares developed and debug them. I am a experienced software testing professional who can debug the softwares developed and ensure faster rollouts of these softwares because I have 6 years of experience doing so in Oracle India. Can you please give me 5 minutes of your time to talk to you about how can I help you in getting the right software testing professional”
- Wait for a week and then send your second Value Proposition, if you get no response for your first one
- Try with six such attempts max



What could getting your 5 minutes call look like?

**Well begun is  
half done –  
The  
beginning is  
the half of  
every task**





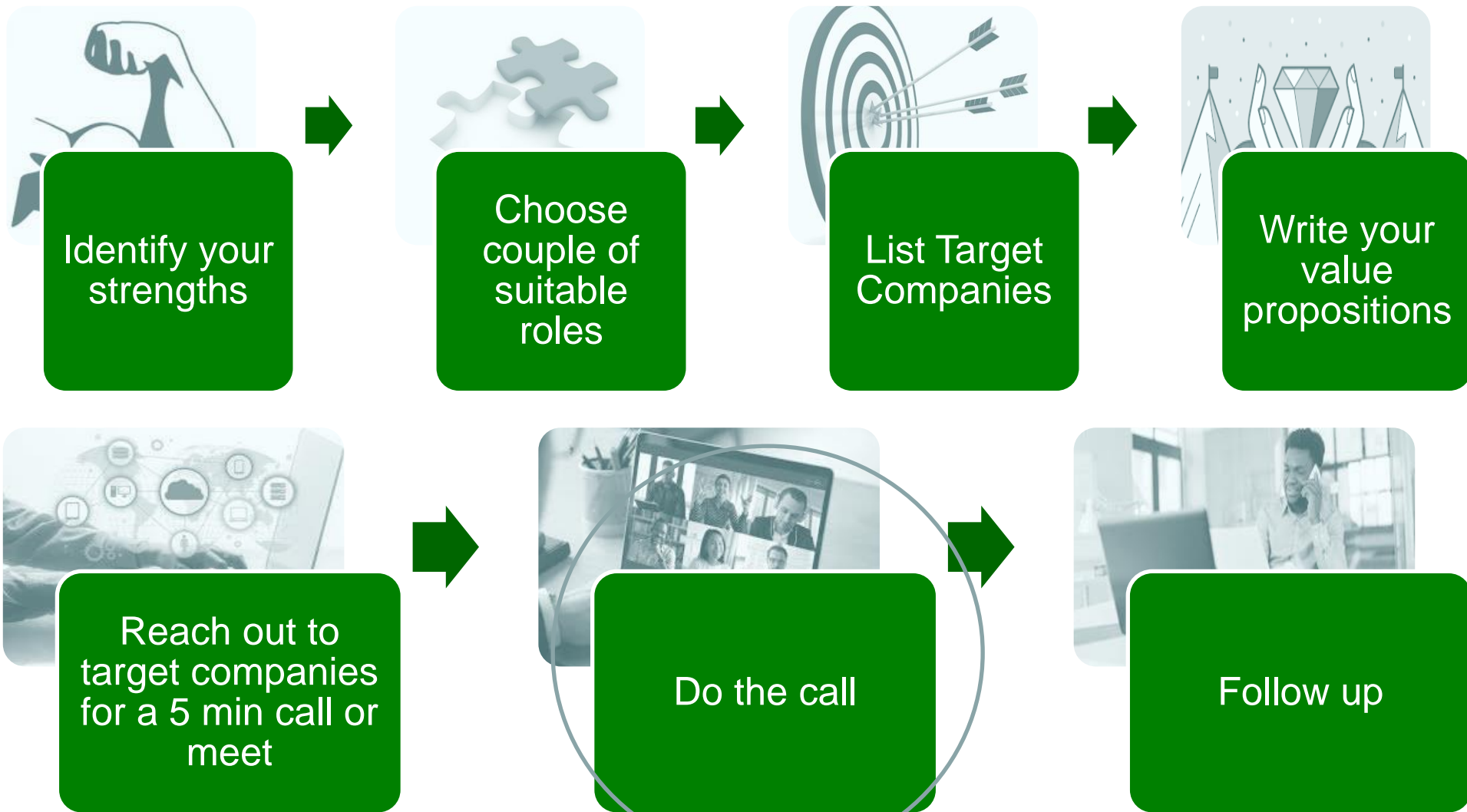
# What did we learn in this module

- Most of us directly jump to selling our candidature by sending the CV and following up for an interview call
- This process is not very effective for most of us, because it puts off the recruiter
- We need to consider getting a 5 minutes call to build a quick rapport, understand their requirements and agree on the way forward
- We now know that a 5 minutes call is well begun and can convert into an interview call if handled with tact and patience



# What is in it for you in the next module?

## Deep Dive into doing the 5 minute call





Thank you for watching  
How to get your 5 minutes call  
to  
Get calls for an Interview for desired  
role

