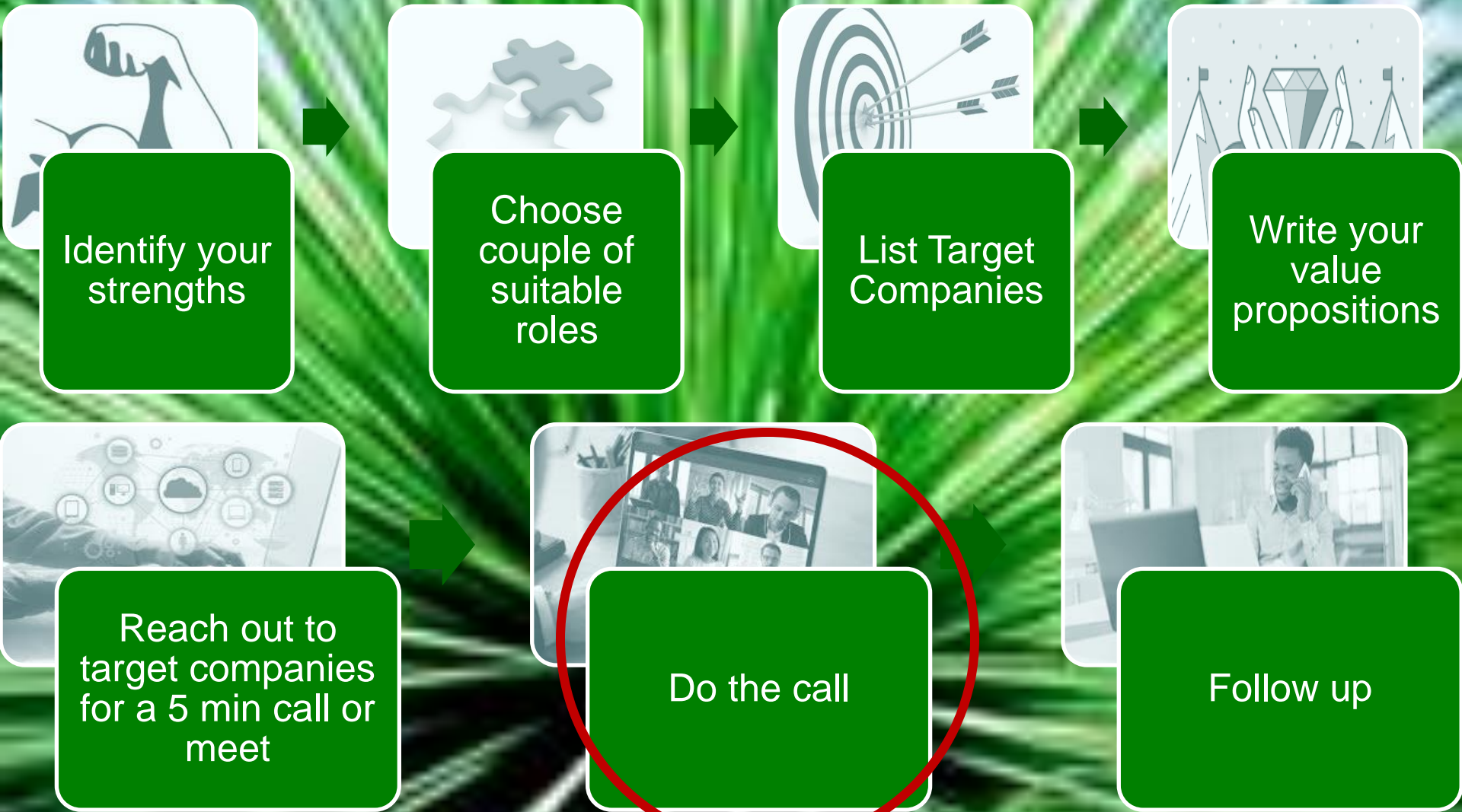


How to get calls for an Interview for desired role

Deep Dive into Doing the 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 do the 5 minute call well 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 do the 5 minutes call well
- Understand what do you do today to do 5 minutes call
- What steps should you take to do the 5 minutes call well
- What could doing your 5 minutes call look like?



Why do the 5 minutes call well ?

- Doing the 5 minute call well is the only route to getting the interview call in this process
- You will only get the opportunity to get the interview call for the role you want if the recruiter
 - Likes you as a person and
 - Finds you having what they are looking for essentially
- Getting the 5 minutes call is like throwing the pulling line to the ship you want to bring to the harbor and
- Doing the call well is like pulling the line with all your tact and might to bring it into the harbor
- If you don't do this 5 minute call well, the process ends here in that company! Period!!



Current Process Review

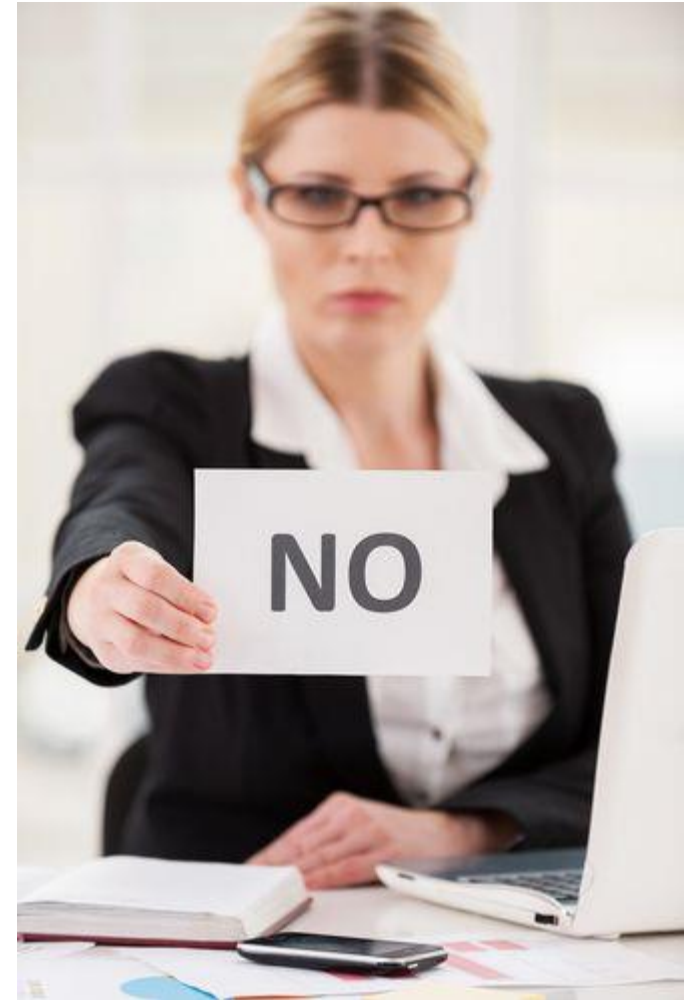
What do you do now to do a 5 minute call well and how good is it?

Current Process	Process Effectiveness



Current Process of doing the 5 min call

- Most of us do not do 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!



Do the call



- Once you get the response to your reach out request, schedule a audio or video call as per the preference of the Recruiter.
- Call out at the recruiter at the scheduled time, introduce your self very briefly and ask if this is a good time to talk.
- If confirmed a good time, begin by thanking him/her for the time provided and saying how great/wonderful is it to connect with him/her
- Keep a smile on your face and stay confident
- Next restate your understanding of their need and ask him/her to provide more details and listen
- Ask clarifying and probing questions to fully understand their needs about the position, location and timing requirements. Don't say a word about the compensation
- Keep smiling and thanking for the details s/he provides. Add appropriately appreciative words like "Great", "wonderful" etc
- Your objective by now should be to get liked by the recruiter by being pleasant, confident and appreciative
- Now offer reasons in brief why you could be the right candidates using the strengths you had listed earlier that are relevant for this role
- Close the call with asking how would s/he like to move forward and ask when and how should you get in touch again



What could doing your 5 minutes call look like?



**THE 5-STEP
COLD-CALLING
TECHNIQUE
THAT GETS YOU
TO THE SALES
CONVERSATION
FASTER**



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 doing the 5 minutes call well to build a quick rapport, understand their requirements and agree on the way forward
- We now know that the 5 minutes call well 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 follow up





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

