

How to get calls for an Interview for desired role



Real Life Success Stories I



Situation

- Some where in Oct 2021 after I had introduced this course on Udemy one of the old student from IIM Udaipur contacted me for help in switching from his job
- Was head of Demand for NCR in a reputed company
- Has been working with the company for 2 years
- Wanted to make a switch to another job that could provide more challenges
- Was not able to do for past 3 months because of lack of job opportunities



Approach

- Asked him to enroll in this course and understand the process of finding the job opportunities through networking
- Got on a Google Meet to help him start
- Asked him to identify his strengths, select a couple of roles, list target companies and prepare his Value Proposition
- Review his Value Proposition and made suggestions to make it stronger
- Asked to start approaching his target companies for a 5 min call only



Outcome

- After couple of weeks, he started getting traction from some of the target companies for the 5 min call
- Reviewed with him the traction he was getting and advised him to do the calls focusing on building the relationship with them instead of trying to get a job!
- A few weeks down the line, few of these companies called him for interviews and after some initial hitches
- He got a better job a Senior Manager-Market & Alliance in another reputed company



What did he say after !

“Arun Sir has shared knowledge about the much needed yet ignored topic i.e. how to get the desired interview call and the structure that has been provided to the whole process would surely help improve the Job hunting experience. Thanks a lot Sir!”



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