How to get calls for an Interview for desired role

Introduction

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

Purpose

The purpose of the module is to give you an overview about the process 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

➢ What process do we use today to get a interview call

➢ How effective is the current process?

➢ Why do we need to consider adapting a new process?

➢ Get an overview of a better process of getting a call for an interview

What do you do now to get an interview call and how effective is it?

Current Process	Process Effectiveness

Current Process

Search for jobs on portals like Linkedin

↓

Apply with your CV or profile

↓

Wait for the response

Post your CV on sites like Naukari.com

↓

Wait for the response

Process Effectiveness

Search for jobs on portals like Linkedin

Apply with your CV or profile

Wait for the response
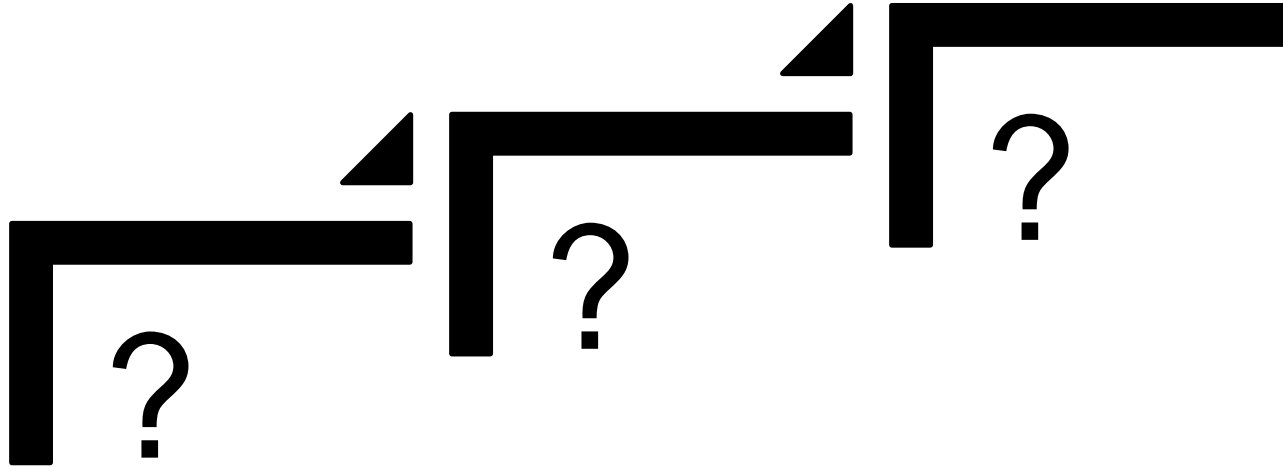
Post your CV on sites like Naukari.com

Wait for the response

➢ Works only for roles where the demand is more than supply like Python Developer
➢ You need to keep waiting and praying for your CV to get shortlisted
➢ Even if your CV gets shortlisted, you can be sure of a tough competition in the next round, severely limiting your chances to get the job
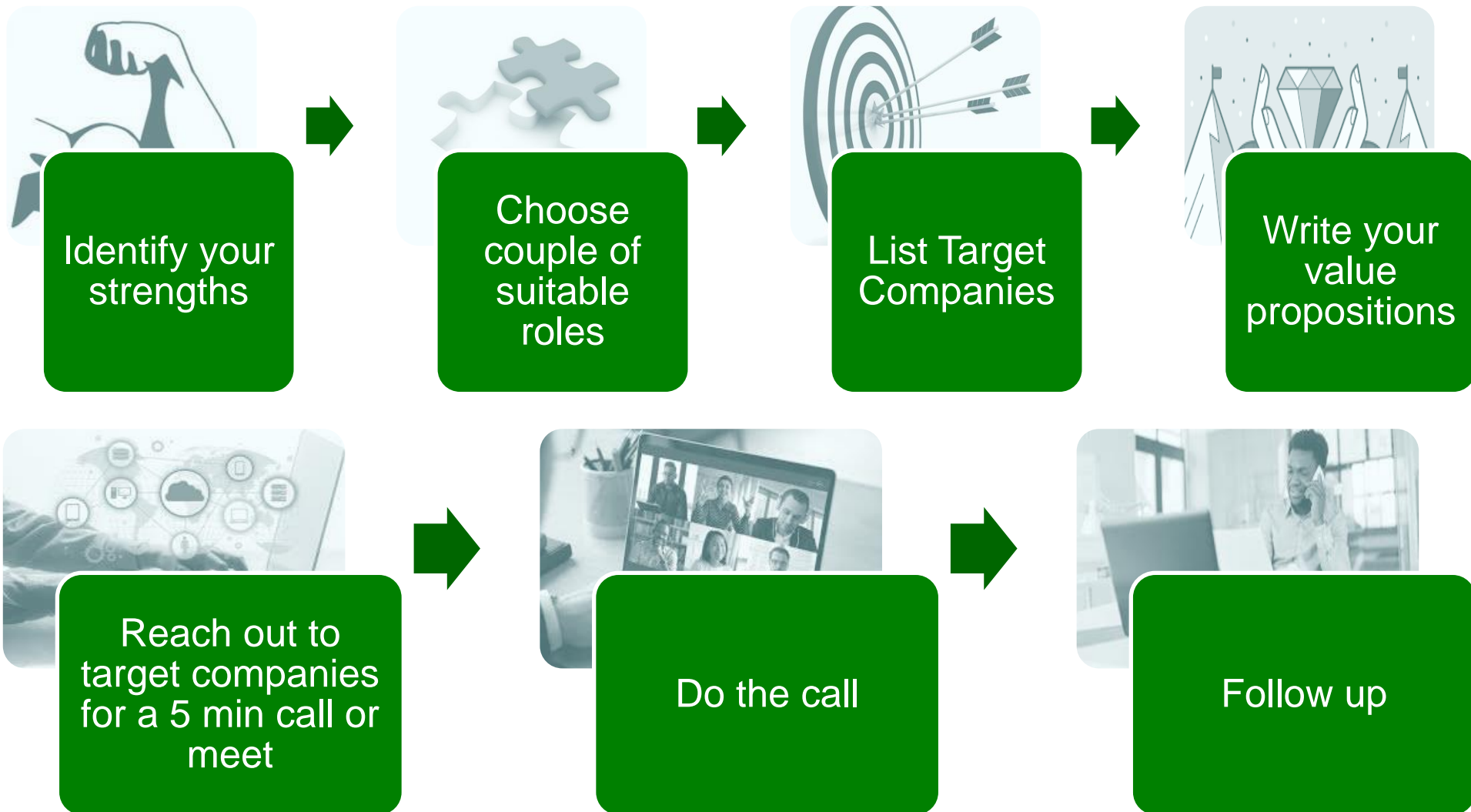
Why not consider a process that…

- Works NOT only for roles where the demand is more than supply like Python Developer BUT ALSO WHERE SUPPLY IS MORE THAN DEMAND
- You DON'T need to keep waiting and praying for your CV to get shortlisted
- Even if your CV gets shortlisted, you can be sure of a NOT tough competition in the next round, NOT severely limiting your chances to get the job

A process that can give a 1-10% response rate!

Identify your strengths

Choose couple of suitable roles

List Target Companies

Write your value propositions

Reach out to target companies for a 5 min call or meet

Do the call

Follow up

Enrichmentors

Building Businesses, People, Wealth & Health Successfully over 40 years
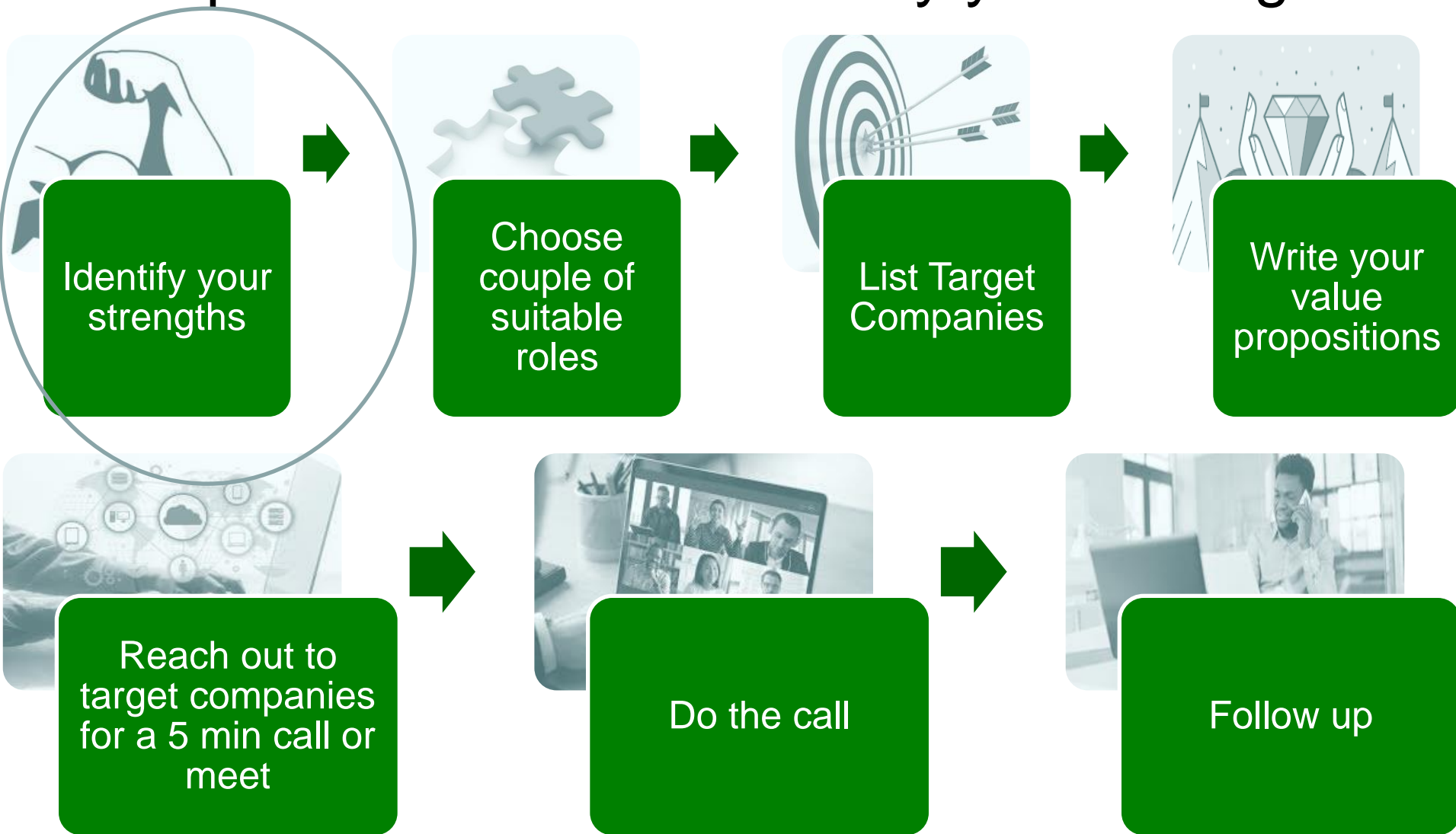
- Most of go to either LinkedIn or portals like Naukari.com and apply for the jobs posted there and wait.

- This process in not very effective for most of us, where there are more people applying than the positions available

- We need to consider adopting a process that will give us more control on the whole process and be more effective

- We have a process that can help us market ourselves by developing our value proposition and communicating it to the right recruiters to get the interview opportunities

Deep Dive into how to identify your strengths

Identify your strengths → **Choose couple of suitable roles** → **List Target Companies** → **Write your value propositions**

Reach out to target companies for a 5 min call or meet → **Do the call** → **Follow up**

Thank you for watching the
Introduction of
How to get calls for an
Interview for desired role