

**WHAT CAN YOU DO
FOR US?**



THIS IS WHAT I WILL COVER

- What the interviewer wants to hear from your answer!
- The **5 things** you must include in your answer.
- Example **scripted answers** you can use for all job roles!

**What does the interviewer
want to hear from your
answer to the question...**

**“What Can You Do For Us That
Other Candidates Can’t?”**

They want to hear something UNIQUE that makes you STANDOUT and that makes them genuinely want to hire you!



The **5 things** you must
include in your answer.

**“What Can You Do For Us That
Other Candidates Can’t?”**

#1 – Tell them you will get up and running quickly in the role!

Employers do not want to spend weeks training somebody up in the role, and then having to waste their valuable time **supervising them.**

If you are a fast-learner, and you are self-motivated, this will give you an advantage over the other candidates.



#2 – You already have the skills and qualities that match the job description.

If you have all the necessary qualities, skills and traits needed to perform to a high standard in the role, this will be an advantage!



#3 – You can be left alone to complete all tasks and projects on time, to the right standard and without fuss or hinderance.

All employers want to hire people who are reliable, trustworthy and competent in their work.

If you can do things without having to constantly ask for advice or guidance, this will be appealing to the hiring manager.



#4 – You will ADD VALUE to their business by ensuring everything you do is aligned to their commercial goals.

**Very few candidates are
‘commercially aware’.**

If you can demonstrate to the interviewer that **you will do everything you can in the role to make their business a **success, they will hire you!****



#5 – Two traits all hiring managers love are **PROBLEM SOLVING capabilities and an **IN-DEPTH KNOWLEDGE** of your subject or specialism.**

If you can bring a level of expertise, and an innovative approach to solving problems, these will help you to **standout from the other candidates!**



**Let's look at some example answers
to the interview question:**

**“What Can You Do For Us That
Other Candidates Can't?”**

ANSWER SUITABLE FOR ALL JOB ROLES...

“What Can You Do For Us That Other Candidates Can’t?”

“There are numerous things I can do for you that other candidates can’t. I am a very fast learner which means I will come into the role and start making a positive impact immediately. You will not have to spend your valuable time training me up and supervising me for weeks on end.

I can bring a level of skill that is a solid match for the job description. This means I have all the necessary skills, qualities and traits needed to perform to a very high standard in the role.

I can bring a guarantee that all tasks and projects I am responsible for will be completed on time and to the necessary standard. I am also an innovative problem-solver which means I will always seek ways to resolve issues that are in the best interests of your business.

Finally, in addition to having an in-depth knowledge of my specialism, I will always make sure I add value to your organization. I am somebody who is **commercially aware, and this means I fully appreciate and understand that the only way your business will be successful, is if people like me do a great job for you.”**

“What Can You Do For Us That
Other Candidates Can’t?”

**ANSWER SUITABLE FOR MANAGERS,
SUPERVISORS & TEAM LEADERS**

“What Can You Do For Us That Other Candidates Can’t?”

“As a manager, I take my responsibilities very seriously and you will always see evidence of this in the work I undertake if you choose to hire me.

I can bring a level of confidence to the role that rubs off on my team. I can bring strong leadership and motivational skills that ensure the people I am responsible for all work very hard to help the business achieve it’s commercial and financial objectives.

I can bring a promise that every year we will improve, grow and develop as an organization and I will always ensure everything is done to a very high standard.

Finally, I will bring a total commitment to helping you achieve your strategic aims. I will be loyal, trustworthy and totally driven to ensuring the business is a success and that it leads the market in which it is a part of.”

**“What Can You Do For Us That
Other Candidates Can’t?”**

**ANSWER SUITABLE FOR FRESHERS AND
FIRST-TIME JOB APPLICANTS**

“What Can You Do For Us That Other Candidates Can’t?”

“What sets me apart from the other candidates is my passion for this industry, my enthusiasm for work, and the fact that I am effectively a blank canvas.

Because I am new to work, you will get to train me up to be the model employee you need me to be to help your business succeed.

I believe hunger and a determination to succeed are valuable qualities I can bring to this role, and if I am successful, I will quickly become a productive and integral part of your team.

I am also a very fast learner, so you have the assurance that you won’t need to spend lots of time training me up or supervising me.

I understand that by hiring me you are taking a risk because of my lack of experience. However, I promise you the risk will be worthwhile when you see the level of commitment I will put into the job, and the fact that I will always be a positive role model for the company whilst dealing with your customers and clients.”