

iMessage
6/4/21, 2:43 PM

Give me a call when you can

We are ready to interview you!

WOW! Sorry I was just leading a quick team sync, I'm debriefing right now and I'll call you directly after!

Liked "WOW! Sorry I was just leading a quick team sync, I'm debriefing right now and I'll call you directly after!"

Don't you love it when the debrief is as long as the sync itself? I'm around all day whenever you have a second to ring me back, I'll try again before 5:30 if I don't hear from you

6/4/21, 7:13 PM

Hey Steve, had some things come up end of day and then I looked over my resume and being the perfectionist I am - decided to try and spruce it up a little more before sending it over. I'm almost finished up now, just didn't want you to think I forgot about you!

All good!

6/5/21, 11:08 AM

Hey Steve! Just reaching out to let you know I sent over the resume last night, let me know if you had anything to add/remove or if it's ready to rock!

Just saw your email response, I'm out right now but will be home within 2 hours and send you the word doc!

No rush !

6/9/21, 7:22 PM

Have you heard anything from Neil my boss after my email intro?

Hey Steve, I have not. Should I reach out?

Reply to my email tomorrow morning but only to Neil and I. Say nice to meet you and what not and provide availability. Try and get him on calendar same way you would any prospect. Don't wait for him. He's super busy and doesn't mind the follow up. Worked for me

6/17/21, 8:47 AM

Hey! I have a meeting with Neil at 9 via Google meet!

Do you know if he's looking to video conference or just chat by phone? He didn't specify and I am traveling home from DC, I'd pull over and find a Starbucks if he'd like to do more than a phone call!

Secondly, and last minute advice!

6/17/21, 10:12 AM

Just got off with Neil, had a really good conversation with him that lasted about 70 minutes. I loved everything he had to say and were looking to reconnect in about a week!

Awesome! Good to hear and glad it went well

6/17/21, 7:14 PM

Neil told me you were super sharp and impressive. He said he hasn't formalized the hiring process for this role but it's coming. I'm pushing him to hire an EBR sooner than he had scheduled so it won't move fast. Keep killing it at carahsoft in the meantime. You're top of the list once he does

Emphasized "Neil told me you were super sharp and impressive. He said he hasn't formalized the hiring process for this role but it's coming. I'm pushing him to hire an EBR sooner than he had scheduled so it won't move fast. Keep killing it at carahsoft in the meantime. You're top of the list once he does "

Love to hear it!

Loved "Love to hear it! "

In the meantime - find a weekend day coming up in the next few weeks I can trek up there and play some golf with you! I don't mind the drive and I've talked about it enough I think I'm ready to embarrass myself out there

hahah! Let's do it. What works for you

I'm super flexible with a little notice, I'm in Frederick until July 1 and then I'll be in DC but regardless, I don't mind driving up to something local to you to make things easier. Your schedule is probably busier than mine so take a look at your calendar and get back to me and we'll spitball some dates till we land something

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I'm in rock hall, md for a week working remote and come here a lot. Is that closer I imagine ?

It's about 2.5 hours from my house in Frederick and about 2 hours from my new place in DC, but that's about what I had guessed anyway thinking about trekking up to PA so I'd be game! Just would need a little notice & an early afternoon tee time 😂

6/30/21, 1:58 PM

Neil told me that he's moving you to next step in hiring process and that you'll be speaking with Katie Beth next. She's awesome. We can sync prior to the call. Let me know when you hear from Neil

7/12/21, 6:35 PM

Hey bud, Did you interview with Katie Beth yet?

Yes! Twice actually! Sorry I completely had forgotten you had offered to sync prior - I was likely overwhelmed thinking about moving to DC the following day, apologies nonetheless.

I spoke to her last week for the first time and just this afternoon for a second time, both great conversations. My next step I believe was she was going to have me sync with Clayton Berry and then potentially have a discovery call where they'd have me answer some questions around how I would approach a specific contact/what questions or things I would look to leverage that were specific to their job role/environment

Ok nice. Clayton is a great guy. Really easy to talk to. Won't be an interview really. If they are sending you to Clayton that means they like you and want you to learn about the company outside of an interview setting

Read 7/12/21