

## Strategy Call Summary

### Your Current Situation

School:  
Iowa State University

GPA:  
3.33

Major:  
Computer Engineering (Graduated May 2025)

Goal:  
Land Full-Time Role (Infrastructure/Software)

## The Core Challenge

### The Core Challenge

You're a **recent Computer Engineering graduate** with solid technical skills and project experience, but facing some roadblocks in landing that first full-time role:

- ✗ **50+ applications with no callbacks**—your resume isn't getting past the initial screen or isn't standing out
- ✗ **Communication timing struggles**—sometimes need more time to think and respond, which can hurt in fast-paced interview situations
- ✗ **Perceived lack of experience**—despite having real projects and skills, feels like "years of experience" requirements are blocking opportunities
- ✗ **No full-time interview practice**—never had a formal interview for a full-time position, which means the skill hasn't been developed
- ✗ **Currently between opportunities**—freelance website work in progress, but need meaningful full-time employment

## ✓ What's Already Working For You

### ✓ Strong Technical Foundation

Computer Engineering degree with hands-on project experience—built Android apps, created video games, worked with real development tools

### ✓ Project-Based Learning Preference

Enjoyed SE 309 (Software Development Practices) where you built an Android app—shows you thrive in hands-on, deliverable-focused environments

### ✓ Leadership Experience

Secretary of the Muslim Student Association—a volunteer leadership role that demonstrates initiative beyond coursework

### ✓ Team Collaboration Skills

Enjoys working in group/team settings—essential for infrastructure and software development roles

### ✓ Solid GPA

3.33 GPA—above the cutoff for most companies (typically 2.8-3.0), eliminating automatic disqualification

### ✓ Entrepreneurial Initiative

Currently doing freelance website development—shows initiative and ability to deliver real projects for clients

### ✓ Clear Target Role

Infrastructure is #1 priority, Cisco as dream company—having specific targets makes job search more focused

### ✓ Creative Background

Made video games before college—demonstrates passion for technology and ability to ship complete projects

### 💡 The Insight

You're experiencing what I call the **"Application Black Hole"**—you have real skills and projects, but they're not being communicated effectively on your resume and applications. The 50+ rejections aren't a reflection of your abilities—they're a reflection of how your story is being told.

Here's what most job seekers don't realize:

1. **Interviewing is a trainable skill**—just like bench pressing 300 lbs, you can't do it without practice. You've never had a full-time interview, so of course you haven't built this muscle yet
2. **Your MSA secretary role is MORE valuable than senior design**—everyone took senior design, but not everyone chose to volunteer and lead. This differentiates you
3. **Your communication "timing" concern is fixable**—with prepared stories and practiced responses, you'll have answers ready before they finish asking
4. **Your projects are valuable**—Android apps, video games, freelance websites. These need to be packaged as impact stories, not just bullet points
5. **"Years of experience" requirements are often flexible**—companies care about demonstrated ability. Your projects can show this if framed correctly

**The Launch Path will help you repackage your real experience into a story that gets interviews—and then gives you the interview skills to close offers.**



## The Plan Moving Forward

### The 21-Day Job Launch Blueprint

3 × 90-minute 1-on-1 sessions over ~21 days

Each session includes **live resume building, story development, and mock practice** tailored specifically to your full-time job search.



## Session Timeline

NOW

#### Pre-Session 1 Materials

"The Quick Win Package" — Job sourcing + networking prep before we even meet

Week 1

#### SESSION 1: Deep Resume Transformation

Turn your resume into an interview magnet using the Impact Bullet Formula™

Week 2

#### SESSION 2: Interview Strategy & Story Mastery

Build your Master Story Vault and learn to answer behavioral questions with confidence

Week 3

#### SESSION 3: Live Mock Interview & Refinement

Full mock interview experience with real-time feedback and final polish

### ✓ What You'll Walk Away With

- ✓ A fully transformed, ATS-optimized resume that stands out
- ✓ A Master Story Vault with 15 polished STAR stories
- ✓ Full mock interview experience with detailed feedback
- ✓ Alumni networking strategy with warm intro scripts
- ✓ A modular bullet library for quick tailoring to each application
- ✓ Interview Cheat Sheet for quick reference during interviews
- ✓ Strategic job sourcing plan targeting infrastructure roles
- ✓ Cover letter template and application tracking system

## 📁 Pre-Session 1 Materials

"The Quick Win Package" — Feel the value BEFORE our first call



### 1. The Job Sourcing Strategy™

Quality over quantity applications

**What it is:** A framework that explains why applying to random jobs fails, and how to use strategic targeting instead. You'll learn the 70/20/10 rule, the Supplier Hack, and the Hidden Job Market Timeline.

**Why it matters for you:** With 50+ applications and no callbacks, this gives you a smarter system. Stop mass-applying and start targeting roles where you'll actually get noticed.

📎 Attached separately



### 2. The Job Board Hierarchy™

Where to apply for maximum ROI

**What it is:** A ranked list of job boards from Tier 1 (company career pages, 15% response rate) to Tier 10 (Indeed, <1% response rate). Includes discipline-specific recommendations for infrastructure, software, and networking roles.

**Why it matters for you:** Cisco's career page, infrastructure-specific job boards, and Iowa State alumni networks will 10x your odds compared to mass Indeed applications.

📎 Attached separately




### 3. The Warm Intro Protocol™

Turn alumni into advocates

**What it is:** The exact 4-step process to reach out to Iowa State alumni at target companies (especially Cisco and infrastructure companies) and convert conversations into referrals. Includes the "Researcher Script" that gets 30-50% response rates.

**Why it matters for you:** Iowa State has a strong alumni network in tech and engineering. This shows you how to activate connections that bypass the application black hole.

 [Attached separately](#)




### 4. The Application Pipeline™ (Template)

Track applications like a sales pipeline

**What it is:** A Google Sheets template to track every application: company, role, date applied, source (LinkedIn/referral/direct), status, and next steps. Includes dashboard for response rates.

**Why it matters for you:** With 50+ apps already sent, you need to track what's working and what's not. This prevents duplicates and shows patterns in your results.

 [Attached separately](#)




### 5. The Application Timing Strategy™

When to apply for maximum visibility

**What it is:** Data-driven guide on the best days/times to submit applications (hint: Tuesday-Thursday mornings beat Friday afternoons 3x). Includes posting age strategy.

**Why it matters for you:** Strategic timing = higher odds your resume gets seen first. Combined with better targeting, this will dramatically improve your callback rate.

 [Attached separately](#)




## 6. The Resource Activation System™ (Worksheet)

Map your entire Iowa State network

**What it is:** A worksheet to map the 4 pillars of university resources: Career Center, Alumni Database, Engineering Societies (IEEE/ACM), and Professors. Includes specific action items.

**Why it matters for you:** As a recent graduate, you still have access to many university resources. This shows you exactly how to activate them for your job search.

 [Attached separately](#)




## 7. The Interview Timing Mastery™

Respond confidently without feeling rushed

**What it is:** A guide to handling interview pacing when you need time to think. Includes professional pausing techniques, clarifying question strategies, and prepared response frameworks that give you structure.

**Why it matters for you:** You mentioned sometimes needing more time to think and respond. This gives you tools to take that time professionally while sounding confident.

 [Attached separately](#)




## 8. The Career Center Activation Checklist™

Extract maximum value from Iowa State resources

**What it is:** A checklist of services to request from Iowa State's Career Center: resume review, mock interviews, alumni database access, exclusive job postings, industry panels.

**Why it matters for you:** As a recent graduate, you still have access to career services. Those who use them strategically get 1.5x more interviews.

 [Attached separately](#)




## 9. The Asset Mindset Shift™

See your experience as valuable before Session 1

**What it is:** A mindset prep guide that teaches you to see every project, class, MSA leadership role, freelance work, and video game you built as a "hidden asset." Prepares you for resume transformation work.

**Why it matters for you:** You think you don't have enough experience. This shifts that before we build your resume—because you have more value than you realize.

 [Attached separately](#)



## Actions Before Session 1 (January 5th)

Please complete before our first session—these will make our time together WAY more effective:

- ❑ Complete the **Resource Activation System worksheet** (map your Iowa State network: Career Center, Alumni, IEEE/ACM clubs, Professors)
- ❑ Set up the **Application Pipeline spreadsheet** (track your past 50+ applications if possible, prepare for new ones)
- ❑ Identify **10-15 target companies** in infrastructure/networking/software (including Cisco and similar)
- ❑ Research **Cisco** and 2-3 similar infrastructure companies you'd be excited to work for
- ❑ Send **3-5 LinkedIn connection requests** to Iowa State alumni at target companies (use Warm Intro Protocol)
- ❑ Gather all **resume materials**: current resume, SE 309 Android app details, MSA secretary role notes, video game projects, freelance website work
- ❑ **Bring your current resume** to Session 1 (even if it feels incomplete—that's what we're fixing)
- ❑ **Bring 1-2 job postings** you're interested in (infrastructure/software/IT roles)
- ❑ **Post an introduction** in the Skool community (just a few sentences about who you are and what you're looking for)

💡 **Pro Tip:** Don't stress about perfection. The goal is to gather data and start building momentum. We'll refine everything together in Session 1. Remember: progress, not perfection.

## Let's turn your skills into your first full-time offer. 🚀

50+ applications without callbacks means the approach needs to change—not you.

We're going to fix your resume, build your interview skills, and get you noticed.

Your projects are **real**. Your leadership is **real**.

Let's build a story that shows it.

Excited to work with you, Osaid!

— Mansour