

Welcome, Osaid!

Your Onboarding Package

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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

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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:

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