

Streamlining My Job Search

Imagine being hired to lead the sales efforts to renew a 10-year government contract, hiring a team of 4 to manage the customer relationships and hearing from the business leader he wants to grow our business. Then a few months later, he quits his job for a lower position at another firm. The replacement has no desire to do business with the Federal Government and pulls the plug on the contract renewal and my team. We are now on the street and not able to navigate the rough waters of job search.

The firm provided me outplacement services. However, I had just one counselor and her opinion seemed to be canned or cookie cutter. The same advice she has always given and will give in the future. I was not making progress with her advice.

Someone told me about Career-Confidence.org and I began to attend several Saturday morning sessions. Each week a new speaker, brought new perspectives, pointed advice and a Q&A session to clarify any thoughts the audience had on their mind that morning. As each session completed, I began to believe in myself more and more. The speakers (professional recruiters and human resource



professionals) gave specific ideas to accomplish these objectives. Career-Confidence.org is highly action oriented. Practical steps to streamline your job search are the by-product of each seminar. Each attendee, including myself, had their self-worth increased to the point where they were ready for the difficult interviews of quality employers. Then they secure the job of their dreams.

Eventually the audience changed over and the newly laid off attendees replaced the past attendees and the cycle began again. I was one of the attendees who found a job of my dreams.... at least I thought so until the CFO, CEO, the head of HR and the COO all resigned. Then about 30% of the employees in my firm including myself were laid off.



Yet, this time, I was ready. I knew the job search skills taught by Career-Confidence.org. After only two weeks of efforts, I find myself in the finalist position for a VP of Sales for a global Cyber Security advisory firm. The interviewing will last a few more weeks-a gauntlet style approach and afterwards I will likely receive an offer (according to the CEO).

Career-Confidence.org lives up to their name... I am confident of both my skills and the communication of those skills, to prospective employers.