

How to sell yourself in a CV (& Resume)



Selling yourself to employers is an art.

Get it right and you get the job. Get it wrong and you get nothing.

- 1 Show rather than tell**
Give evidence of your achievements using facts, figures, and percentages.
- 2 Include testimonials**
Add quotes from managers, clients or colleagues who can vouch for your abilities.
- 3 Focus on your achievements**
Highlight any awards, nominations, or special recognition you've received.
- 4 Speak their language**
Use industry-specific terminology, words, phrases, and acronyms.
- 5 Don't say you're the best**
Nobody likes a big head so avoid bragging and appearing arrogant.
- 6 Align yourself with the job**
Show your passion and experience is in line with the needs of the role.
- 7 Identify the Employers needs**
Scan the job description to find out what they want and then give it to them.

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Graduate CVs and Covering Letters Jenny Keaveney, Bruce Woodcock, 2017-09-16 Based on feedback from recruiters and written by two experts in the field this handy guide is packed with tips on how to craft high quality CVs and covering letters It features practical guidance on content and appearance and helps readers to communicate their skills and capabilities effectively to prospective employers It also includes annotated examples of creative academic video and international CVs alongside advice from recruiters and insights from students and graduates Exercises and quizzes are embedded into the text providing students with additional opportunities to hone their skills This is an invaluable resource for students applying for placements internships graduate jobs and postgraduate study and recent graduates It will also be useful to careers advisors and staff involved in running employability skills and career planning modules Computer

Contractor Guide Mar Horrocks, I have made in excess of 1.8 million pounds as a computer contractor by making the right decisions this book will help you not make the same silly mistakes I see everyday you will be amazed This book will show you how to start a consulting business and explains what is consulting The book will also explain how I became a contractor and how I made over 1 million pounds on my own I was earning 11k per year within 4 years of leaving University as a computer programmer I had just got married bought a house and was working long hours to pay the bills Yes we all know what it is like Give your family what they deserve *The Complete Idiot's Guide to Scrapbooking* Wendy Smedley, 2002-11-01 Explains how to assemble photographs and clippings into a homemade scrapbook and offers ideas for borders and themes

American Poultry Journal, 1921 **Killer CVs & Hidden Approaches** Graham Perkins, 2001 Want to have the edge over the competition when applying for your dream job Tired of applying to job advertisements and not even getting an interview Finding the Internet confusing and frustrating Learn how to deploy cutting edge techniques and unconventional tactics to secure the career you want Everybody needs an unfair advantage **Wallace's Farm and Dairy**, 1908

Comfort, 1914 **Billboard**, 2003-06-21 In its 114th year Billboard remains the world's premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

English Mechanic and World of Science, 1883 The Farmers' Advocate and Home Magazine, 1921 Backpacker, 2001-03 Backpacker brings the outdoors straight to the reader's doorstep inspiring and enabling them to go more places and enjoy nature more often The authority on active adventure Backpacker is the world's first GPS enabled magazine and the only magazine whose editors personally test the hiking trails camping gear and survival tips they publish Backpacker's Editors Choice Awards an industry honor recognizing design feature and product innovation has become the gold standard against which all other outdoor industry awards are measured *Backpacker*, 2000-03 Backpacker brings the outdoors straight to the reader's doorstep inspiring and enabling them to go more places and enjoy nature more often The authority on

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Electronic Musician, 1999 **California Farmer**, 1970 **The Royal Neighbor**, 1935 **Pitch Yourself** Bill Faust, Michael Faust, 2006 The most effective CV you'll ever write The best interview you'll ever give This revolution in the way we sell ourselves in CV and at interview is based on the Elevator Pitch concept and has now been endorsed and recommended by over 40 of the world's leading business schools and universities from Kellogg to Columbia in the US from Insead to London Business School in Europe and from Otago to Sydney in Asia Pacific The Elevator Pitch prioritises who you are and how you work the qualities that you are employed for rather than what you did and where you worked your past which is the emphasis of a traditional CV The Elevator Pitch shifts the focus from your perspective to the employer's perspective and from the past to the future It's a way of presenting yourself that makes more sense to the employer and allows you to sell yourself more effectively It's a way of writing a CV and preparing for interview that will vastly increase your chances of getting the job Employers now are focused very much on competencies as a way of deciding who to employ This is the book that shows you have to bring your competencies to the forefront In a time when there are far more graduates than top class graduate jobs standing out from the crowd is vital This is the book to show you how The second edition incorporates feedback from the authors global seminar and lecture program meetings with careers advisors at these institutions as well as helping hundreds of people create their job winning CVs **Resume Power** Tom Washington, 2000-06-13 Developing a top quality resume says expert Tom Washington is dependent on knowledge and time knowledge of how to write a resume and market yourself and time to write revise and write again In addition to writing tips Washington provides up to the minute information on how to use the Internet effectively once the resume is ready to be sent out **Selling Yourself** University College, Cork, 1998

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