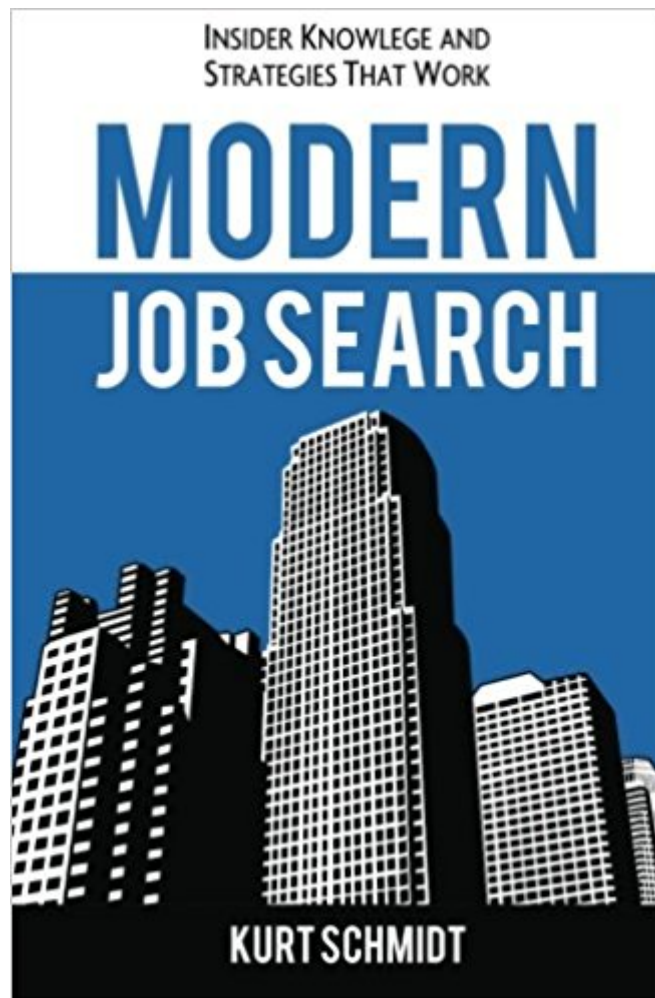




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# Modern Job Search: Insider Knowledge And Strategies That Work



## Synopsis

Nobody likes looking for a job. For most, completing applications and sending them, literally, out into space is tedious at best, frustrating and heart rending at worst. Response rates are terrible, the percentage of success low. The ease of applying means that everyone applies for everything. Companies become buried in data and erect even higher walls. Your whole life is reduced to a handful of keywords that are digested by a computer to determine whether you're in or out. Is this what you want? Not if you're smart. There are people out there who know how to connect job seekers and hiring managers much more efficiently. These people, like me, are corporate headhunters. Not everyone can work with a headhunter but anyone can use their methods. Like most of us, Karen, Anthony and Tom weren't thinking of job search as a process when they started looking. They figured they would apply online, call or email friends and colleagues, and just keep doing it until something worked, no matter how long it took. Why? Because that's what everyone does. However by using the techniques in "Modern Job Search: Insider Knowledge and Strategies that Work" all three learned that there are better ways to achieve their career goals. About Me: I've been a corporate headhunter (contingency and retained executive recruiter) for almost 18 years. My clients have included ABB, BP (British Petroleum), Halliburton, Emerson, Trane, Flextronics, AGCO, Danaher, American Standard, Exterran, Cameron, Dell, Iomega, Ingersoll Rand, Whirlpool, Motorola, Hewlett Packard / Compaq, Hitachi, Thyssen-Krupp, Tyco Electronics, John Deere, Soletron, Black and Decker and many others. I know how hiring works, how to get to decision makers and how to make things happen. I've made a lot of money marketing, recruiting and placing candidates using the methods in my book. The people I've coached, like the real life Karen, Anthony, and Tom, all got jobs much more efficiently following my guidance. "Modern Job Search: Insider Knowledge and Strategies that Work" will teach you: How to start your job search (understanding your value in the job market) How to identify hiring managers and other useful contacts How to prepare resumes that work How to get yourself in front of the right people How to prepare for and control interviews How to negotiate good offers How to transition from one job to the next efficiently and professionally Job Seekers today need more than just a good resume. They need to know how to get their resume in front of the right person. Ask anyone looking for a job right now and they will tell you that the most frustrating part of their search is reaching a real person. "Modern Job Search: Insider Knowledge and Strategies that Work" was written to help job seekers build relationships, start conversations and get jobs faster, more efficiently and more successfully than the standard apply and hope method. I've made a career using these techniques and they will work for you too. --

Kurt Schmidt

## Book Information

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## Customer Reviews

Kurt Schmidt has almost 18 years of successful experience in "fee-paid" executive search and recruiting. Currently, he is the president and owner of a specialized search firm focused on filling Supply Chain Management positions in Fortune 500 energy and manufacturing companies.

I had the opportunity to work with Kurt personally over the years, most recently for a Director level position in a Fortune 500 company. Working with Kurt was always insightful, and through his teacher/mentor approach I not only was successful in finding a leadership position but also learned a great deal about the process. I was naturally excited to learn he has now written a book on the subject. I was looking for a book on interview preparation and found Kurt's book "Modern Job Search" unique to others on the market. Rather than a laundry list of categorized question/answers, the book approaches the subject from a process perspective. The book follows three individuals at various levels of their career, from start to finish in the interview process. The scenarios reinforce the fundamental process from start to finish common at all levels, from preparation to follow-up. But it also highlights the dynamics that differ, for example if you are looking for a leadership position vs. an entry level job. Regarding standard interview preparation, rather than a laundry list of canned questions, Kurt laid out an incredible format to how you frame your answers so they are concise, demonstrative of results, and most importantly framed in a way to get feedback. A simple concept he demonstrates is how to follow up each answer with a question to get feedback. I was initially uncomfortable with this approach, but it worked incredibly well!! When I followed this approach, I

found changed from an interview (me doing all the talking) to a collaborative discussion. If you are back into the job search or interviewing for higher level positions and need to improve your interview skills, this book is a must!

It's common sense; finding that first job, advancing your career or changing career paths requires the same understanding. Know yourself and what you want, understand your value, and identify employers who need what you are offering. Unfortunately these simple truths are so often obscured in the modern world. Schmidt, a professional recruiter with years of experience matching job seekers and employers, reminds us that finding a good position (and hiring the right employee) is about finding good matches. Narrating the trajectories of three seemingly very different job searches Schmidt shares these insights and provides useful tools and advice for anyone seeking employment as a professional in today's competitive markets.

I really enjoyed reading "Modern Job Search: Insider Knowledge and Strategies that Work". The author definitely delivers what the title promises. Kurt S. is very generous at sharing his expertise, offering all the possible scenarios in all the stages of the job search process. The book is very well written and organized. It presents real cases and is useful for recent graduates, experienced managers, and even for recruiters. The writer brings an original perspective to the subject and I will, for sure, follow his strategies and advice in my next career move. From planning the job search to preparing for interviews, and negotiating salaries, you feel real support from the expert. I bought the Kindle version but I think this is one of those books which are worth keeping in a hard copy. I recommend it to everybody, regardless background or experience.

As a current business professor and former entrepreneur, I find this book to be absolutely wonderful. Navigating the job market in today's global economy is difficult, confusing, and often discouraging. This author eliminates the white noise most people encounter when contemplating their careers. His advice is accessible, concise, and entertaining. His experience as a corporate headhunter makes the content even more relevant. The book is full of invaluable and insightful advice in communicating your value in today's job market---with an emphasis on how to leverage that value into a position you desire. I'm recommending it to everyone I know; students; former students, colleagues, and friends. I've never read anything like it.

This is not a one-size-fits all book, or a confusing directory of specifics for every possible situation

out there. Kurt Schmidt treats the reader with a supportive, straightforward and professional attitude. This is step-by-step guidance on tailoring your job-hunting campaign to your unique history, delivered in the format of stories that are very easy to relate to. I feel as though he is pulling back a curtain on how the hiring process really works.

The job search method described in the book is a vast departure from a "standard" job search for me. It isn't an easier way to look for a job but a more targeted one. The book led me on a journey of self-discovery and was written with lots of good examples. It was hard to do the suggested research in the beginning since what I wanted to do was put together a magic resume and start sending it out to everyone (just like everyone else).

What sets this book apart is the vast experience and personal insights Mr. Schmidt shares. This is a very specific and detailed, well articulated how-to-manual for high - end job hunting. I can't imagine a better career investment than taking this book to heart and applying its hard - learned principles.

This book has been a great resource during my job search. The author breaks down the tedious process of looking for a job in today's highly digital world, and makes it interesting to read using personal anecdotes. I recommend this book to anyone looking for a new job.

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