

Today's Job Market - Expectations, Perspectives and Effectiveness

If you respectfully follow the "standard process" in pursuing job opportunities, you may be experiencing inadequate responses. You may not like what you hear, but this presentation attempts to explain why limited results are achieved in responding to job postings. By learning about the realities of job opportunities and candidates, your perspective and expectations of job boards and company career sites will change. You may be more motivated to pursue a Strategic (vs. reactive) approach.

In order to improve your effectiveness, we will discuss:

- tips on resume preparation and posting
- the personal perspectives of a hiring manager
- tips on the mindset of corporate HR/campus and staffing recruiters
- Strategic networking techniques.
- the Managed Service Provider model, used by corporations to manage consulting vendors
- other behind the scenes issues of the consulting business.
- Some intangible factors for consideration

Most importantly, real-life examples of more effective methods will be provided, to help you apply these theories.

- - - about the presenter - - -

John Seber began his technical career after completing his BA in Mathematics at Montclair State University and a Certificate in Computer Programming at the Chubb Institute of Computer Technology. He subsequently earned a Masters of Management Science from Stevens Institute of Technology.

John joined Velankani Information Systems in 2001, and is responsible for all day-to-day operations of the company's staffing business. Previously he enjoyed a 20+ year career in directing financial systems development and maintenance at AT&T/Lucent Technologies. Prior to this he supported numerous applications at Allied-Signal (Honeywell) and Chubb Insurance.

He has previously provided this presentation to other networking groups, outplacement firms, NJ Unemployment's PSG, and technical schools in order to facilitate the effectiveness of the job search process.