

Resume Hut



Looking for employment

Will you get selected for an interview?

Have you ever applied for a job and then just heard NOTHING? Here's a scenario to help you understand why this happens – and a tip for how to stop it happening.

Now, imagine that you are an employer looking for a sales manager. You post an ad for the vacancy which includes the necessary requirements, experience, qualifications, education and so on. You say in the ad “written submissions only” so that you're not deluged with calls all day.

Now fast forward, to three weeks later. The HR person or your secretary has faithfully organized the resumes from 40 applicants in a neat pile and placed them on your desk. Now, in addition to your regular job, you have to assess FORTY letters and resumes to arrange a short list for interviews.

Remember, it is likely that each applicant has a similar background - that's why they are applying for the same job. It's very difficult to make “the cut” – how do you decide who to interview and who to ignore? What makes the difference? As the employer, what would you do?

You already work 10 hours each day and need to ‘find the time’ to go through the resumes and narrow them down to the three that you want to interview - presumably - the best three.

You have two choices. The first one is to find enough time to spend 15 minutes to review each resume. That equals $8 \frac{3}{4}$ hours of solid reading!

The other choice is to scan each one in less than a minute to determine which ones to read thoroughly. That will take a little less than an hour. Hmmm - not a hard choice to make. So you do it over your lunch break or early in the morning or while waiting for an airplane. Realistically, you spend ONE to TWO MINUTES on each resume as a first cut, and then for the remainder will only select the 3 that stand out more than everyone else's for interviews.

When you think about it, that's the way it is, getting the interview can be a bit of a lottery. Now that you understand the employer's position and limitations, perhaps you can understand a little better how difficult it is to make sure that YOU are one of the only three resumes selected for interview.

That resume better be great at showing you as the best person - you will have ONE CHANCE at making the right first impression and only ONE MINUTE or less to make it! And your odds of being chosen are only $3 / 40$ – that's a little over $7 \frac{1}{2}$ percent!

That's why when you use a professional consultant who 1, knows what employers are looking for, who 2, knows the danger signs that mean your resume is destined for the shredder, who 3, knows how to construct your resume to make it "sing".....

you increase your chances of success many fold.

When you're applying for a job you can greatly increase your odds by taking the time for a free 30 minute consultation with us. We have years of experience writing resumes that win. We get results.

Oh yeah, and those "sorry you weren't chosen" letters? Try and find the time to write, print and mail 37 of them in your lunch hour and you'll see why sometimes it's difficult for employers to get around to it.