

How to get Employers to call you back in your job search

- 1) Following up with Employers is a GREAT WAY to get seen by employers after you apply.
 - a. Network to find the hiring manager or call the receptionist to see if they can help with contact.
 - b. The odds are against you to be seen by a hiring manager due to ATS and the sheer numbers of applicants that sometimes apply to job.
- 2) Keep it Short! No more than 15 seconds – Have it written down
- 3) Introduction Pitch- Use the intro pitch that you used in your cold calling exercise with your placement specialist.
 - a. Name
 - b. How many years of experience you have in a common area the job is looking for.
 - c. Where you worked in the past
 - d. Transferable skills you have = job description
 - e. Confirm they are the person to be speaking with

Compare that with “hi my name is John Wedl and I just applied to your job and I would love to introduce myself to you” Your company website looks really appealing to me and I just really wanted to thank you for accepting my application.....

- 4) Don't ask if they got your resume.
- 5) Leave a message once and then call 2-3 days later and don't leave message-try till you get.
- 6) Remember, if you sound good and give a good elevator pitch it will increase the odds of them calling back.