

The Job Winners® Guide for  
young adults



**Unit 5: Networking & Research**  
Getting to know the right people and  
letting them get to know you



To best find our 'clients'  
we need to use the  
strategies of a  
successful sales rep



# The strategies of a successful sales rep are:



# The strategies of a successful sales rep are:

- Identify your prospective 'clients' (employers)



## The strategies of a successful sales rep are:

- Identify your prospective 'clients' (employers)
- Find out all about them



## The strategies of a successful sales rep are:

- Identify your prospective 'clients' (employers)
- Find out all about them
- Arrange and attend a meeting



## The strategies of a successful sales rep are:

- Identify your prospective 'clients' (employers)
- Find out all about them
- Arrange and attend a meeting
- Follow up



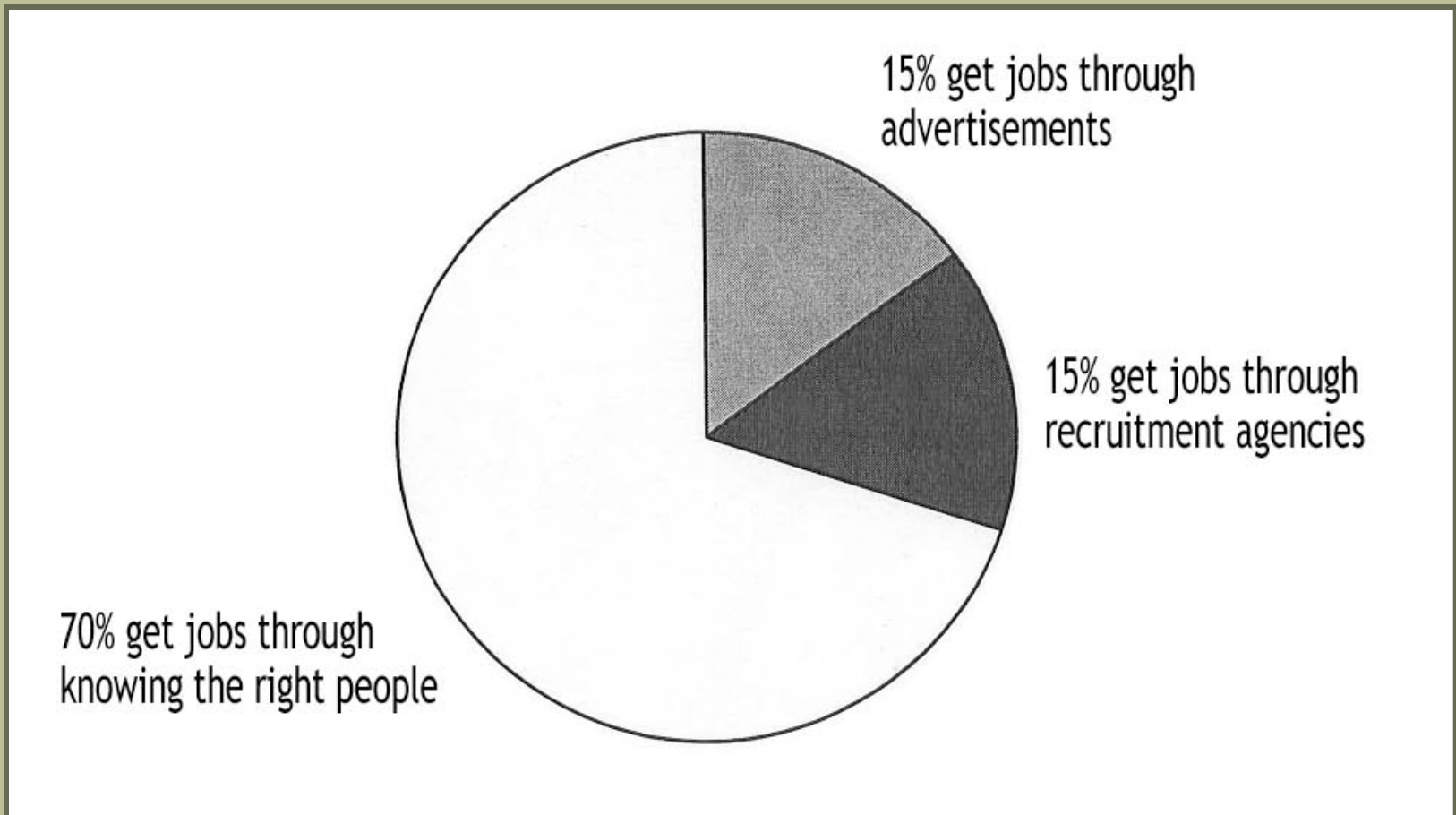
See Manual:

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# How people get jobs





# How to find a job in the Hidden Job Market



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1. Decide on the job you would most like to do



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2. Look up organisations likely to have positions



# How to find a job in the Hidden Job Market

1. Decide on the job you would most like to do
2. Look up organisations likely to have positions
3. Research the organisations thoroughly



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2. Look up organisations likely to have positions
3. Research the organisations thoroughly
4. See if you can find someone who knows someone in these organisations



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2. Look up organisations likely to have positions
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4. See if you can find someone who knows someone in these organisations
5. Go and see them



# How to find a job in the Hidden Job Market

1. Decide on the job you would most like to do
2. Look up organisations likely to have positions
3. Research the organisations thoroughly
4. See if you can find someone who knows someone in these organisations
5. Go and see them
6. Follow up with a thank-you note





Your aim throughout the  
job search process is to

***get them to***

***like you***