

Preparation

“Failure to prepare is preparing for failure”

Who – Know your interviewer, research their Linked In profile and fully research the company

Why – Specifically why do you want to work for the company? What stands out for you?

What – What is your understanding of the role? How would you describe the role to the client?

Where – Do you know how to get there? Do you know the area? How far are they from the train station? Where will you park? Etc.

When – When is your interview? Give yourself plenty of time to get there. When will you schedule time to prepare properly?

How – How have you gone the extra mile with your preparation, i.e. Industry knowledge / glass-door review / competitor information

Why You?

Traits/Qualities

- What qualities can you bring to a new employer? List 6 and be able to **justify**
- Prepare for 3 key strengths – What are most relevant to the role?

Weaknesses

- Prepare for 3 key weaknesses/ areas of development – give a positive spin e.g. perfectionist -> take a little longer but high quality and gets it right 1st time

Career Headlines

- Know your numbers, ratio's, % against target, what does your brag file look like?
- Give examples of successes & how you achieved them – how compelling is your story telling?
- Be positive! – 1st date mentality only, avoid mentioning bad experiences with previous employers



Our Guide to a Successful Interview

The 'Role'

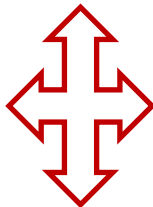
Firstly completely **read** and **understand** the job description!

Isolate each point – can you **give examples** of best practice and demonstrate your **relevance/capability**

List **examples** of successes and **explain** how you went about achieving this!

Walk the Walk

Give examples that make it **real**



Any parts of the role where you have little experience look as areas of learning / development rather than a weakness. It's an **opportunity** to grow! I am; a quick learner/ keen to enhance my skills

What **intelligent questions** do you have that you want to know the answer to?

Have you prepared these questions?

The Close

Imagine you have been offered the job already...

What would you need to know before accepting?

i.e Targets vs Commission structure

On-boarding / Training

Team / Culture

What is the longer term career progression?

***** **Close** *****

Thank you for your time, it was a pleasure meeting with you...

EXPRESS YOUR INTEREST! And then with confidence either;

- A) Ask for the role
- B) Ask do you have any concerns/reservation before I leave? – Overcome any objections/niggles before you leave