

Alumni Consulting Group

IT Consulting – Contract to Hire – Direct Placement

Networking Tips

The most important, and sometimes least used, facet of a job search is networking. A good networking plan will likely be your best chance of finding a new job.

- Tell your friends that you are looking for a job. You never know who they know or when their company may be hiring. Remember, it's not **what** you know, it's **who** you know.
- Find local groups, either technically oriented or otherwise, to join. Don't be afraid to pass out your business card to people you meet, and ask them to critique your resume.
- Make sure you have an active LinkedIn profile, and network there as much as you can. You can find manager, HR, and recruiter names on LinkedIn, and contact them directly about potential positions. There are also a lot of networking groups on LinkedIn that can help you with your job search.
- Stay in touch with a few staffing company recruiters. Find a couple that you trust, and check in with them occasionally. Call them or email them every couple of weeks. It keeps your name fresh in their mind.
- Take classes and attend trainings. This has a two-fold effect: 1) You can network with the people in your class; and 2) You have been doing something in the time between positions. Recruiters and hiring managers like people who stay busy.
- Talk to everyone you meet. Talk to the person next to you on the plane, in class, at the store, etc. You never know who is or knows a hiring manager.
- Keep a journal. This helps you stay organized- you'll remember people and conversations and you'll avoid duplicating your efforts.
- Print business cards with your name, address, phone numbers and email address. Use your skill set as your title, such as "Java Developer" or "Project Manager."