



JOB SEARCH STRATEGIES

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WHAT IS YOUR GOAL?



or



A job that makes you **happy**

A job to cover your **bills**

BEFORE searching:



Clarify your goal

- What job do you like
- Which industry
- How do you like to work
- What kind of lifestyle would you like to have
- What is your vision



Educate yourself



Update your CV/Resume



Create a LinkedIn profile

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Διεύθυνση: Αθήνα
LinkedIn: Ricardo Connely

ΓΛΩΣΣΕΣ

- Αγγλικά C2, Proficiency
- Γερμανικά A2

ΔΕΞΙΟΤΗΤΕΣ Η/Υ

60% Word, 75% Excel, 75% Power Point

ΔΕΞΙΟΤΗΤΕΣ

ΠΡΟΣΟΠΙΚΣ	ΕΠΑΓΓΕΛΜΑΤΙΚΕΣ
Εξωστρέφεια	JavaScript
Αναλυτική Σκέψη	PHP
Ομαδικότητα	Python
Αντοχή στη Πίεση	C++

SUMMARY

Lorem ipsum is simply dummy text of the printing and typesetting industry. Lorem ipsum has been the industry's standard dummy text ever since the 1500s, when an unknown printer took a galley of type and scrambled it to make a type specimen book. It has survived not only five centuries, but also the leap into electronic typesetting, remaining

ΕΠΑΓΓΕΛΜΑΤΙΚΗ ΕΜΠΕΙΡΙΑ

- SENIOR BACK END DEVELOPER** 12/2021 - σήμερα
IT Company | Αθήνα
- It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.
- The point of using Lorem ipsum is that it has a more-or-less normal
- LEAD BACK END DEVELOPER** 12/2019 - 11/2021
Software Company | Αθήνα
- It is a long established fact that a reader will be distracted
- There are many variations of passages of Lorem ipsum available
- The point of using Lorem ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content
- FULL STACK DEVELOPER** 02/2019 - 11/2019
Telecommunication Company | Αθήνα
- It is a long established fact that a reader will be distracted by the readable content of a page when looking at its layout.
- The point of using Lorem ipsum is that it has a more-or-less normal distribution of letters, as opposed to using 'Content here, content

ΕΚΠΑΙΔΕΥΣΗ

- MSc IT SECURITY MANAGEMENT** 09/2014 - 06/2015
Arden Study Centre | Berlin
Πτυχιακή: Software Engineering and Management
- ΠΛΗΡΟΦΟΡΙΚΗ ΚΑΙ ΤΗΛΕΠΙΚΟΙΝΩΝΙΕΣ** 09/2010 - 06/2014
Εθνικό και Καποδιστριακό Πανεπιστήμιο Αθηνών | Αθήνα
Πτυχιακή: Βελτισμός στην εξαγωγή, τα μικροσχέδια και άλλες λειτουργίες του εργαλείου συγγραφής του έργου M-PRO

ΣΕΜΙΝΑΡΙΑ ΚΑΙ ΣΥΝΕΔΡΙΑ

- Communication Systems for Industry** 05/2013 - 05/2016
Ένωση Πληροφορικών Ελλάδας | Αθήνα, 4 ώρες
- Communication Systems for Industry** 03/2013 - 04/2013
Ένωση Πληροφορικών Ελλάδας | Αθήνα, 16 ώρες
- Communication Systems for Industry** 05/2012 - 05/2012
Ένωση Πληροφορικών Ελλάδας | Αθήνα, 8 ώρες

ΕΠΙΠΛΕΟΝ ΠΛΗΡΟΦΟΡΙΕΣ

- Στρατηγική Θηρία Εκπληρωμένη
- Δίπλωμα Οδήγησης Δοθέσιμα - Γ' κατηγορίας

You will learn about:

1.



Hidden and open
labor market

2.



Salary research
strategies

3.



How to organize
your job search





What are the chances of someone finding a job if they only apply to job vacancies?

~2%!

Why?

- Huge competition
- ~200-300 candidates per job vacancy
- Just a 10-30% of the available jobs are open to public

HIDDEN AND OPEN LABOR MARKET:

10-30%
Open

???

???

???

???

70-90%
Hidden

???

???

???

???

???

???

???





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RECRUITING WAYS



1.

EXISTING STAFF

The majority of companies first assess whether the position is filled internally.



2.

REFERENCES FROM MANAGERS

The Director and other department heads then make recommendations.



3.

REFERENCES FROM JUNIOR & SENIOR EMPLOYEES

Many times, they also offer referral bonuses to employees.



4.

REFERENCES FROM PERSONAL & PROFESSIONAL NETWORK

They ask for recommendations from acquaintances such as friends, relatives and colleagues



5.

DATABASE RESEARCH

Most companies already have a database of CVs/resumes.



6.

SOURCING THROUGH LINKEDIN & OTHER SOCIAL MEDIA

Direct approach to candidates
on Social Media, mainly
through LinkedIn.



7.

JOB FAIRS CAREER DAYS

Search for candidates in online
and offline events.



8.

VACANCIES ON THE COMPANY'S WEBSITE & SOCIAL MEDIA

Job postings on the company's website and Social Media, as well as on the profiles of its executives, mainly LinkedIn.

APPLY ONLINE



JOB PORTALS

Such as:

glassdoor

LinkedIn

careerbuilder®

SimplyHired.

indeed

MONSTER



ZipRecruiter®



10.

RECRUITMENT AGENCIES

Such as:

Adecco

randstad

Manpower®

rh Robert Half®

Michael Page

Kelly®



ALLEGIS
GROUP

HAYS



11.

HEADHUNTING AGENCIES

Such as:



HIDDEN AND OPEN LABOR MARKET:

10-30%

Open

Job portals

Job Fairs

*Company's website
& Social Media*

*HR
Agencies*

70-90%

Hidden

Database

*References from Junior
& Senior employees*

Existing staff

*Sourcing through LinkedIn
& other Social Media*

Headhunting Agencies

*Personal &
Professional
network*

*References
from Managers*





SALARY

RESEARCH



glassdoor



Salary reviews per role



Interview questions



Information about the working environment

randstad



Annual research about salaries per profession



OTHER SOURCES:

salary.com[®]

indeed

 **payscale**

Linked 



HOW TO ORGANIZE

YOUR JOB SEARCH



Create a **folder** for every job application at your computer.

Save:

- the **CV/resume** you sent
- The **cover letter** (if you sent one)
- a screenshot or word file with the **job description**
- Other important details and files



Organize yourself better by creating an **excel** file with fields such as:

- Company/Organization name
- Job title
- Job vacancy link
- Application date
- Application deadline
- Contact information
- Comments



FINAL TIPS!



- If you are looking for a job **abroad**, do a research for the cost of living on numbeo.com for a better calculation of the expenses
- **Follow up** to confirm they received your application
- If you are looking for a remote job, ensure that the role is **fully remote**, and you can also work from your current location
- Utilize **ALL** the job search strategies
- **Choose 5-20 companies**, connect with their employees, engage with their posts, do research, send a customized cover letter



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“The richest people in the world look for and build networks; everyone else looks for work.”

R o b e r t K i y o s a k i



Thank you!



“If you are not doing what you love, you are wasting your time.”



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