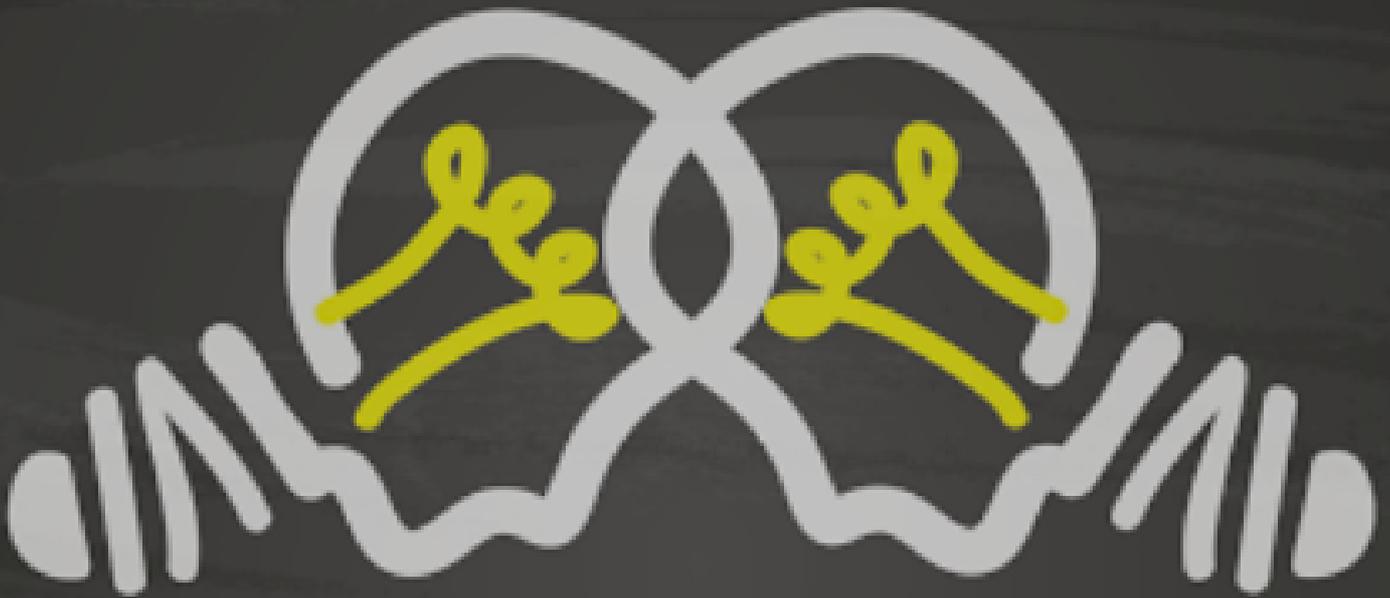


NEWSLETTER

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RECRUITING TIPS

Deloitte.

From time to time we contemplate a lot of things that are necessary to get hired. According to Heather Melzer, lead experienced recruiting specialist, Deloitte Services LP, your transferable skills may actually be your strongest asset during your job search.

Transferable skills are talents and abilities that you have developed over time through your involvement in a variety of activities such as jobs, internships, volunteering, athletics, coursework, student organizations, hobbies, etc.

In order to determine what your transferable skills are, you should identify two things:

Skills are transferable, but the trick is showing employers how it applies to a particular job, and why it is useful to them. If your employment history comes from the same industry as your desired career, this might be quite easy. However, if you have limited experience in the industry of interest or are looking to make a career change, recognizing and demonstrating your transferable skills may require a bit more effort, but in the end, these skills may serve as a crucial marketing tool for how you position yourself to a potential employer.

1. What you need for the desired job (review job description for skills and qualifications required) and

2. What you have (look at what skills you have to offer and how things line up).

When creating your resume and cover letter, you'll want to consider making the connection between job requirements and your transferable skills clear, emphasized Melzer. You should try to put yourself in the place of the individual who will be reading your resume and highlight skills that could support the new opportunity or position for which you've applied.

Some key

SKILLS

to take into consideration are

Speaking, writing, facilitating, negotiating, persuading, listening, interviewing, editing

Forecasting, identifying problems, creating ideas, solving problems, setting goals, defining needs, analyzing

Developing rapport, providing support, expressing empathy, motivating others, cooperating, representing others (being collegial and all inclusive)

Initiating new ideas, coordinating tasks, managing groups, delegating, teaching, coaching, counseling, selling ideas, decision making, managing conflict (especially important within consulting)

Implementing decisions, cooperating, enforcing policies, being punctual, managing time, attending to detail, meeting goals, accepting responsibility, organizing (on time/on budget)

MBA HELPS IN CLIMBING THE CONSULTING LADDER

Expanded network

MBA is the opportunity to extend your network which could be invaluable to in the near future. One can make some great connections in MBA program—people who are likely to become leaders, experts, and business owners in their own industries

A well-respected credential

An MBA is a valued credential on the resume. An MBA from a prestigious school provides one with a variety of opportunities that would not otherwise be available.

Recruiters can easily find you

Top consulting firms recruit plenty of MBA candidates through efficient recruiting systems. They generally target the most prestigious and well-known schools because the success ratio of these university's MBA programs is reported to be higher. If you're already an MBA candidate at a target school, you're instantly part of the recruiting pool!!

Validating your consulting skills

Earning an MBA from a top-tier school can demonstrate the baseline skills and traits necessary to perform the responsibilities of a consultant. For instance, one can establish the ability to multi-task, prioritize, and that they are results-oriented.

Improved practical business knowledge

Obtaining an MBA will help you increase your ability to solve different business strategies and problems.