



DANDAN GLOBAL
EXCLUSIVE

Speedschmoozing

Top Career Tips at Facebook Live Event



TOP CAREER TIPS

NETWORKING WITH CREATIVE, ARTISTIC,
AND ENTREPRENEURIAL GO-GETTERS IN NYC,
DANDAN SHARED A FEW KEY CAREER TIPS.

THE MOTH
FORM THEATRICALS



dg NETWORKING

game plan { some w
strategies
for large
goal setting

foot in the door for biotech/pharma { Job search strat
Online = automate
More networking
↳ to find a few/prof scientific events
msg

Day time job search { dig
In person

Small talk - conversation amplification

pers Jobs prof. new client

(INT) (EXT)

Top Career Tips

FACEBOOK LIVE EVENT: SPEEDSCHMOOZING

DANDAN GLOBAL

As a co-host of Speedschmoozing, a night of networking with creative, artistic, and entrepreneurial go-getters in NYC, Dandan shared a few key career tips. Watch the short video on Facebook Live by [adding us here!](#)

Sam Hacker, the organizer of this week's event, and a board member of ELNYA brought up a great point to kick off Dandan Global's career tips segment:

"When you're dissatisfied at work/life, get active and create that change."

We have people and organizations like the ones that Sam is a part of that provide so many opportunities to network and practice our communication skills. The big question to ask ourselves is: Are we maximizing our networking opportunities?

Another co-host, Kate Tellers, Senior Producer at The Moth, illustrated the importance of "following your gut". Trust your instincts to guide you towards jobs and teams that you innately connect with. Take advantage of any chance to make something magical happen for yourself.



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SPEEDSCHMOOZING

FEATURING



"When you're dissatisfied at work/life, get active and create that change."

Kate is living testament of success curated through your own efforts. When she joined The Moth, it was a 5-person shop, and now has grown internationally and has over 30 staff! As one of the most recognized storytelling companies and radio programs, The Moth is a great example of what happens when people who are passionate about their craft come together after answering their calling.

DANDAN ZHU



SAM HACKER



KATE TELLERS

Dandan's segment focused on her background as a headhunter and now career coach and founder of Dandan Global, to share her expertise with all job seekers. Having worked with professionals from Analyst to CEO-level, she teaches what works in the real world to create successful careers aligned to your life goals.



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Here are the top tips Dandan highlighted to the audience:

1. THE “RESUME IN A PILE”

How and why job aggregator sites are not the only way to generate interviews. Tune into Dandan’s podcast for the full breakdown of [Why you never hear back from Job Applications](#). Also, here is [What happens after you submit your job application](#). The “Resume in a pile” phenomenon is systematic of a bigger problem. Digital resources do not substitute for in-person interactions!

2. CRAZY FORMATS

Resume formats are also SO crazy these days! Sign-up at [Dandanglobal.com](#) for free tutorials on our resume format for an alternative solution. [Read here](#) why conventional advice on “how to make your resume attractive” doesn’t make any sense!

3. USE OF LINKEDIN

Use LinkedIn AS a directory. You now have the world in your hands. The trick is now to make best use of those connections in the REAL world past digital communication. Which leads to the next point:

4. WHO YOU SHOULD CONTACT

Who should you be contacting? HR (Human Resources) person vs. hiring manager? When Dandan surveyed the audience, they correctly pointed out that HR is usually the first interview, hiring manager is the 2nd. The HR is the first line of defense. Which translates into – probably a gate-keeper aka probably NOT your best friend during the process. Thus, Dandan makes the case to FOCUS ON THE:

5. HIRING MANAGER

Hiring Manager as the core person to make things happen. Why? They’re the ones with the Acute Business Need (ABN). They’re in the process of losing someone, or have already lost them! They have a huge incentive to backfill so they’re going to be pretty happy if a great candidate walked in the front door of their own volition!

6. DIRECT TO SOURCE

However, if that’s the case, why do so few people contact the hiring manager? Well, when asking the audience if perhaps the hiring manager reachout may be intimidating, 90% of the room raised their hand! Contrary to what you’re comfortable with, you should get to the decision-maker right away. You will be perceived as more of a go-getter and go “direct to source”.

DG TIP: Don’t feel afraid, hiring managers WANT to hear from you. For more on who the 4 hiring entities are and how to work with them, email Dandan at: Dandan@dandanglobal.com

7. STAY ON MESSAGE

Stay on message. Lots of candidates want to promote how versatile they are and how they can do everything. However, hiring managers may not be impressed by those generalist offerings of what you bring to the table. Most companies are looking for a phenotype so if you’re too “jack of all trades”, that may not fit their existing business need. [Read more here on this topic.](#)



BONUS Tips we ran out of time for:

1

NETWORKING

Stay away from the words “I would love to interview for a role” “I’m looking for a job” when initially reaching out to people.

Reach out to people directly – BUT, that doesn’t mean, tell them you want a job!! That’s too much pressure. Especially on cold-reachouts, rely on the word NETWORKING.

Replace “interview” with “NETWORK”. That actually will generate a chance for you to obtain your “informational interview”.

Some managers really are not in a position to hire, so they don’t want to mislead you. Therefore, if you even HINT at the word INTERVIEW, they will be hesitant to talk to you because they don’t want to deal with rejecting your offer for employment.

Ironically by reducing the pressure of your pitch for a job, you’ll actually have a better chance of getting your foot in the door!

Besides, they DON’T know you, so they don’t want the pressure of committing to an interview when all they want to do is just to have an intro call with you.

2

SELF-INTRODUCTION

Your self-introduction is crucial to set the tone for the conversation in-person or on the phone.

Make sure, it’s concise, well-rehearsed, and appropriate for all types of personality types to understand.

[Take a look at this article for how to best describe yourself when meeting new people or interviewing!](#)

3

NAIL YOUR NARRATIVE

When you’re prepping for interviews, make sure you nail your narrative (step 3 of the DANDAN Method).

[Read here for a total breakdown of what hiring managers are looking for](#) in regards to the most popular interview styles today.

“When you’re prepping for interviews, make sure you nail your narrative (step 3 of the DANDAN Method).”

ZACH LAKS

At the end of the night, we heard from Zach Laks, Founder of Form Theatricals, who highlighted the importance of FOLLOW-UP which is an art form for sure! So many people do such a great job showing up, but forget the most important part: the FOLLOW-UP.

DG TIP

Make sure you’re maximizing your in-person events to grab business cards, share yours, connect on the LinkedIn app if you both have your phones out, or, in a great example Zach mentioned, send a gift/token that relates to the conversation you had with them if the opportunity presents itself!

We hope you enjoyed the event and the topics we covered so far. A big thank you again to ELNYA’s board member Sam Hacker who led this week’s fun-filled night!

