

# How to sell yourself in a CV (& Resume)



Selling yourself to employers is an art.

Get it right and you get the job. Get it wrong and you get nothing.

- 1 Show rather than tell**  
Give evidence of your achievements using facts, figures, and percentages.
- 2 Include testimonials**  
Add quotes from managers, clients or colleagues who can vouch for your abilities.
- 3 Focus on your achievements**  
Highlight any awards, nominations, or special recognition you've received.
- 4 Speak their language**  
Use industry-specific terminology, words, phrases, and acronyms.
- 5 Don't say you're the best**  
Nobody likes a big head so avoid bragging and appearing arrogant.
- 6 Align yourself with the job**  
Show your passion and experience is in line with the needs of the role.
- 7 Identify the Employers needs**  
Scan the job description to find out what they want and then give it to them.

# Selling Yourself Into The Right Job

**James Fischer**



## **Selling Yourself Into The Right Job:**

**How to Sell Yourself** Arch Lustberg, 2008-01-01 A practical handbook explains in clear simple easy to understand terms how to use one's mind face body and voice to get a message across in any public speaking situation Original The Right Job, Right Now Susan Strayer, 2013-12-10 The Right Job Right Now effectively bridges the gap between What do I want to do and How do I do it by presenting a complete step by step plan for long term career satisfaction using self assessment self marketing and a comprehensive job search and career development strategy Based on the author's Kaleidoscope Career Model this book shows you how to take charge of your career and takes you step by step through the complete job search process including Career assessment what do you have to offer and what do you want in return Taking action searching for a new job interviewing and accepting offers On the job issues answers to common questions from dealing with a bad boss to performance management Using her unique and straightforward approach you will learn how to align your skills and abilities with your compensation and benefit needs and company culture preferences to find your career sweet spot the qualities of a job that will allow you to perform to the best of your abilities and be rewarded accordingly Your career sweet spot becomes the basis of targeting a job search writing resumes taking advantage of technology interviewing effectively and landing the perfect job Susan D Strayer SPHR is a human resources professional career development expert and freelance writer As the founder of University and Career Decisions Susan works with individuals companies and universities in career management and development human resources and recruiting strategy and employment brand **Interview: It's Now Time to Sell Yourself** Ahmed Mousa, 2017-05-29 The purpose of this book is to get you ready both technically and psychologically for a job interview I like to think of an interview as the art of selling oneself in return for a job You don't have much time to impress the buyer's that you are the chosen one not only that there are many others who are more qualified than you selling themselves as well as a result you should invest every minute before during and after the interview to ensure that you will stand out among the crowd This book will provide you all the needed tips and step by step procedure to prepare you for the interview and make you stand out among the crowds *Getting a Job in Canada* Valerie Gerrard, 2004 The idea of working in Canada is an attractive prospect for many with the range of opportunities available This title guides you through the process of gaining permission to work finding the job needed and settling into a new way of life **The Inner Game of Selling . . . Yourself** James Borg, 2014-05-12 The Inner Game of Selling Yourself Mind Bending Ways to Achieve Results in Business offers tips on the art of successful selling not only for professional salespeople but also for anyone in business who wants to effectively get their viewpoint or message accepted It argues that salesmanship requires no special skills but just draws upon a few basic personal qualities by putting yourself into selling Comprised of 12 chapters this book begins with an overview of salesmanship as an art focusing on selling as essentially about appealing to human nature The reader is then introduced to three important techniques of persuasion that enable anyone to strike a chord in the mind of the other's and so

an idea is accepted empathy sincerity and perspicacity The importance of questioning and listening in getting inside the mind of someone as well as holding the audience's attention is also emphasized Subsequent chapters explain the importance of a good memory for a person in business who wants to sell himself herself the use of the telephone to communicate with potential clients types of clients four stereotypical salespeople the process of negotiation and the power of words in selling The final chapter describes the fortunes of a sales manager first to show how not to do it and then to demonstrate the art of successful selling This monograph is intended for those in business who wish to know how to sell themselves and how to be able to read people *Kiplinger's Personal Finance*, 1950-04 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics *Introduction to Business* Heidi M. Neck, Christopher P. Neck, Emma L. Murray, 2023-01-24 Introduction to Business ignites student engagement and prepares students for their professional journeys regardless of their career aspirations Best selling authors Heidi M Neck Christopher P Neck and Emma L Murray inspire students to see themselves in the world of business and to develop the mindset and skillset they need to succeed A diverse set of impactful examples and cases from inspiring startups and small businesses to powerful corporations illustrate how businesses can prosper and create positive impact

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