



Confessions of a Recruiting Director: The Insider's Guide to Landing Your First Job

By Brad Karsh

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A college grad has specific questions when trying to land the first job after school. How are just a few candidates chosen from a stack of hundreds of resumes? What exactly do recruiters want to hear in an interview? What are the common job-hunting mistakes students make time and time again? **Confessions of a Recruiting Director** gives the inside scoop on the entire hiring process—from a top recruiting director who's seen and heard it all—and delivers a specific, step-by-step approach to beating the odds.

- Step 1: Resumes-how to pass the 15 Second Test
- Step 2: Networking-how to use connections to get a job
- Step 3: Cover Letters-why nine out of ten never get read
- Step 4: Ace the Interview- the shocking truth about what recruiters want
- Step 5: Thank-You Notes- making a lasting impression
- Step 6: Follow Up-the fine line between persistence and stalking

Plus: Real-life before-and-after resumes, cover letters, thank-you notes and the answers to ten necessary interview questions.

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Bibliography

- Rank: #126077 in Books
- Published on: 2006-04-04
- Released on: 2006-04-04
- Original language: English
- Number of items: 1
- Dimensions: 9.00" h x .70" w x 6.00" l, .62 pounds
- Binding: Paperback
- 256 pages

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Editorial Review

About the Author

Brad Karsh, "The Man Who Read 10,000 Resumes," was the Vice President and Director of Talent Acquisition at Leo Burnett, one of the largest advertising agencies in the world. Now, as president of JobBound, Karsh is the leading authority on what it takes to land your first job after college. His insider advice has been featured on **CNN Headline News** and **CNBC**, as well as in **Wall Street Journal**, **Fortune**, **Chicago Tribune**, **Newsday**, **Glamour**, and the **College Journal**.

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