# Dude, where's my job?

Increasing your probability of success

Sept 21/2024 VANLUG







"You miss 100% of the shots that you do not take"

Wayne Gretzky?

## Network, Network and Network



# Leveraging Connections

Are you leveraging friends and family and previous jobs' contacts?

Are you leveraging your Linkedin contact base?

When was the last time that you had a face to face chat with any of your Linkedin contacts?



# Showcasing Your Work

Did you bring any samples of your work with you today?

Do you have a GitHub page?

Blog?

Do you contribute to Open Source Projects?



# Engaging with the Community

When was the last time that you volunteered to speak about a topic in front of an audience?

How often do you attend other meetups like this one?

Have you ever had a coffee or beer with anybody that is attending this presentation?



#### Personal Experience

I was recommended to 7 out of my 8 jobs in Canada

## Improving Your Resume



Experienced React programmer

I built a React application that is **used by 100K** people every day.



Add links to your work samples

Be sure to include a link to your GitHub page, portfolio, or any other relevant work samples.



Team player

Is anybody in the room not a team player?



B1 English

Unless it is a job requirement to state so, leave up to the interviewer to assess your level of English control.



Tailor your resume to the job requirements

Highlight the skills and experience that are most relevant to the job you are applying for.

# Applying for work



Match Your Values

Look for companies that match your values



Continuous Search

Look for work all the time.

Interview even when you
don't want a change



Remote Opportunities

Apply for companies everywhere. You can **work** remote



Job Search Platforms

Look for work on Linkedin but check the career section of companies' web sites and the good old Google jobs



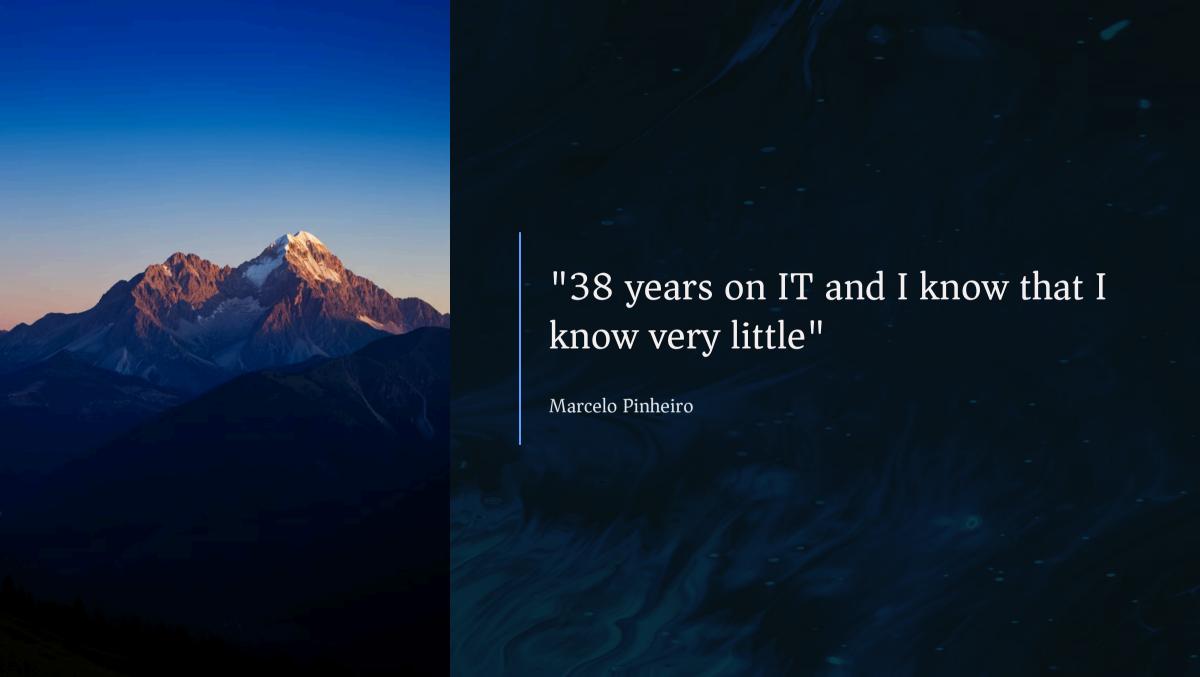
Startup Opportunities

Startups everywhere



Key to Success

Persistence is key



## Preparing for the interview



# Research the Company

Learn about the company that you will be interviewing for and those that will be interviewing you. Linkedin, Facebook, Instagram are there to help you on your research



**Prepare Questions** 

Think of two or three questions to ask at the end of the interview



Stay Positive

They want you to succeed.

Relax and enjoy the opportunity



Be Punctual

Arrive ahead of schedule



Stay Hydrated

Bring a **bottle of water**with you.

## During the Interview

Listen and Paraphrase

Listen well and **paraphrase the questions** whenever you feel needed as that will give you time to think about the question and it will help you relax

Ask About Key Problems

Ask the interviewer what is a **key problem** that they would like to see solved in the **first 90 days** of your work

Inquire About Success Metrics

Ask them how do they **measure and celebrate success**? If they don't then you don't want to work for them

Clarify Next Steps

Ask them about **next steps** and when they expect to **complete the selection** process



## After the Interview

Send a Thank You Email

Send a thank you email to those who interviewed you

#### Follow Up

**Follow up** if you do not hear from them within the amount of time that they indicated would take them to come up with a decision

#### Recruiter Follow-Up

The AWS recruiter forgot to call me after the loop interview

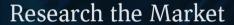
#### Keep a Log

Keep a log of **who you interviewed with** and any **feedback** that you may have received.



## Discussing Compensation





They are going to ask how much you want to make? Research the market and ask what you think you are worth



Negotiate Higher

**Ask for more** than what they offer you. They will be prepared to **go** higher



**Contract Considerations** 

Contracts? Ask if they are fully funded and if they will pay you 40 hours a week even if you remain idle waiting for projects to be approved

Governments usually work 37.5 hours/week

## Should I consider a contract position?



#### **Financial Considerations**

Hire an accountant and open a corporation

Buy life insurance and disability insurance

**Your rate** needs to cover your vacation, all costs + a reserve + profit

You will most likely going to be asked to have **errors and omissions' insurance** 



#### **Business Management**

Find a recruiter that you really like or become an approved vendor

Have a **filing system** and keep ALL your **invoices** and **receipts** 

**CRA** will catch you if you try to claim a non valid **business expense** 

Separation of business and personal assets

## Working remote

#### Workspace and Schedule

Have a good chair and a good workspace at home

You need to have a well defined work schedule. You do not work 7 x 24

#### Communication and Collaboration

**Slack is a great tool** to ensure that you are properly communicating with team members and benefiting from collaboration over different time zones

You need to **listen** even better than when working on premises

#### Work-Life Balance

Make sure that you **take breaks** and walk as often as possible

You need a social life

#### Effective Meetings

Ensure that all meetings have clear objectives and agenda





# Team Building Experience

"I helped put a team of 20 people together to execute \$25 M/year of IT infrastructure projects for PHSA"

How did you hire these people?

What do you look for when hiring somebody?

How was the hiring experience?

## What are they looking for?

Experience and Similar Work

Have you done **similar work** before? Do you have the **experience**?

Collaboration Skills

Can you work with others? Tell them how you collaborated with others

Commitment Level

Are you looking for a **short term or long term** relationship?

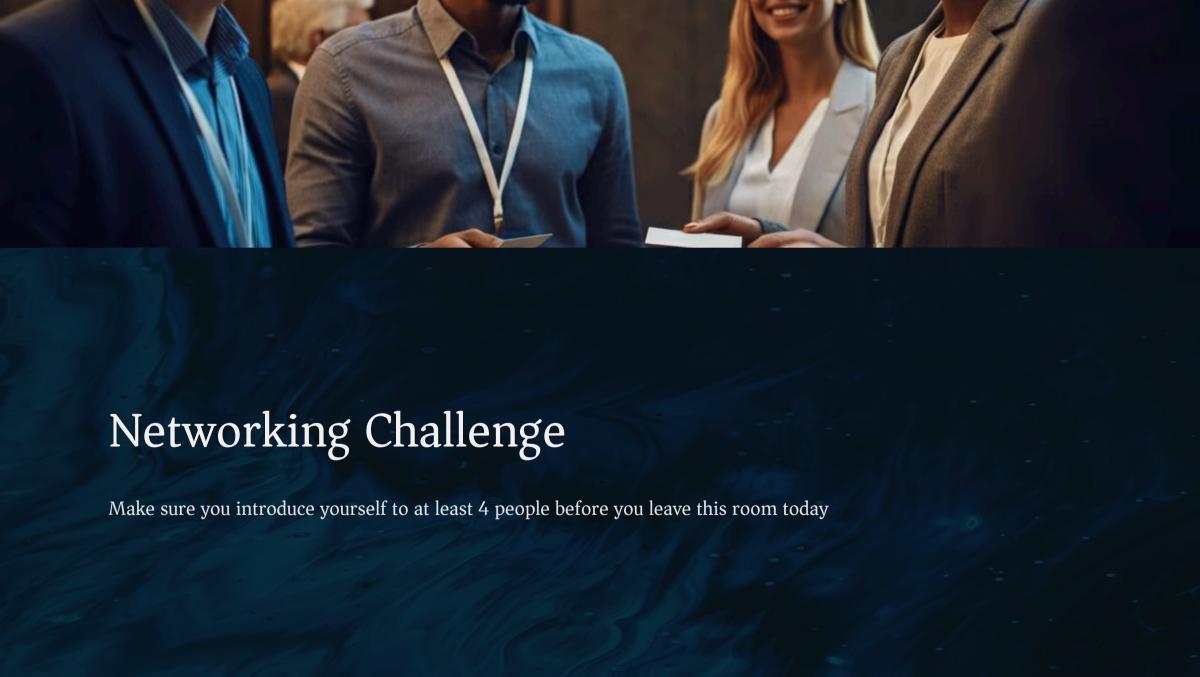
Learning Attitude

Can you learn and are you interested in learning?

Right Candidate

Why do you think you are the **right candidate for the job**?







### Thank You



BSc in Computer Science



MSc in Computer Science



PMP



Google ACE

Marcelo Pinheiro - Team Lead @ <u>liferay.com</u>
<a href="mailto:mpinheir@me.com">mpinheir@me.com</a>

