

# Navigating the Job Search

**Adam Elegant**  
<http://www.adamelegant.com>



October 2023

# Objective

For the past ~15 years, I have presented "Navigating the Job Search" to undergraduate and graduate students at various schools around the country. I have weaved together an interactive collection of real-life interview questions, stories, advice, quotes, coaching and friendly role plays that help students prepare and increase their comfort level. My presentation reinforces what it takes to successfully navigate the job search and students leave the session with confidence, knowledge and a plan for a positive outcome.

# Agenda

1. Introduction
2. Level 100 - The basics
3. Level 200 - Prepare and be strategic
4. Level 300 - Practical advice
5. Level 400 - Crafting your pitch
6. Actual interview questions - time to participate
7. Final thoughts
8. Q&A (I will stay afterward)

# Introduction - my path

Born in **Miami Beach**

1995-1997

**AIG**

1991 - **Ransom Everglades High School**

1999-2013

**Goldman Sachs** (24 interviews)

1995 - **Washington University (St. Louis)**

2014-2019

**KKR** (30 interviews)

Political Science Major

2019-

**Baker Street Advisors** (10 interviews)

Business Administration Minor

Kicker on football team

1999 - **University of Colorado MBA**

Finance/Technology & Innovation Mgmt

Case Study

# My family



Rebecca

Adam

Samantha (19)

Alice (16)

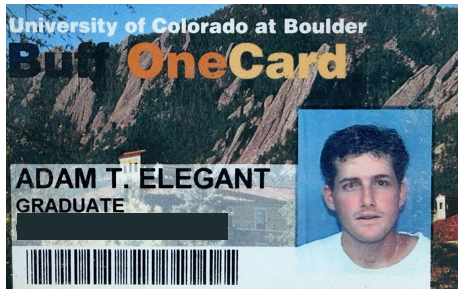
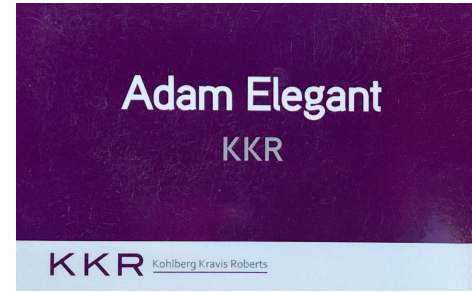
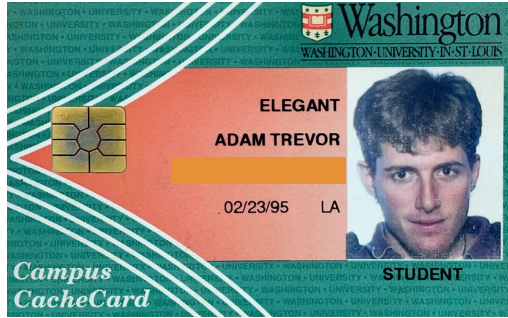
Jake (12)

Louie the dog (2)

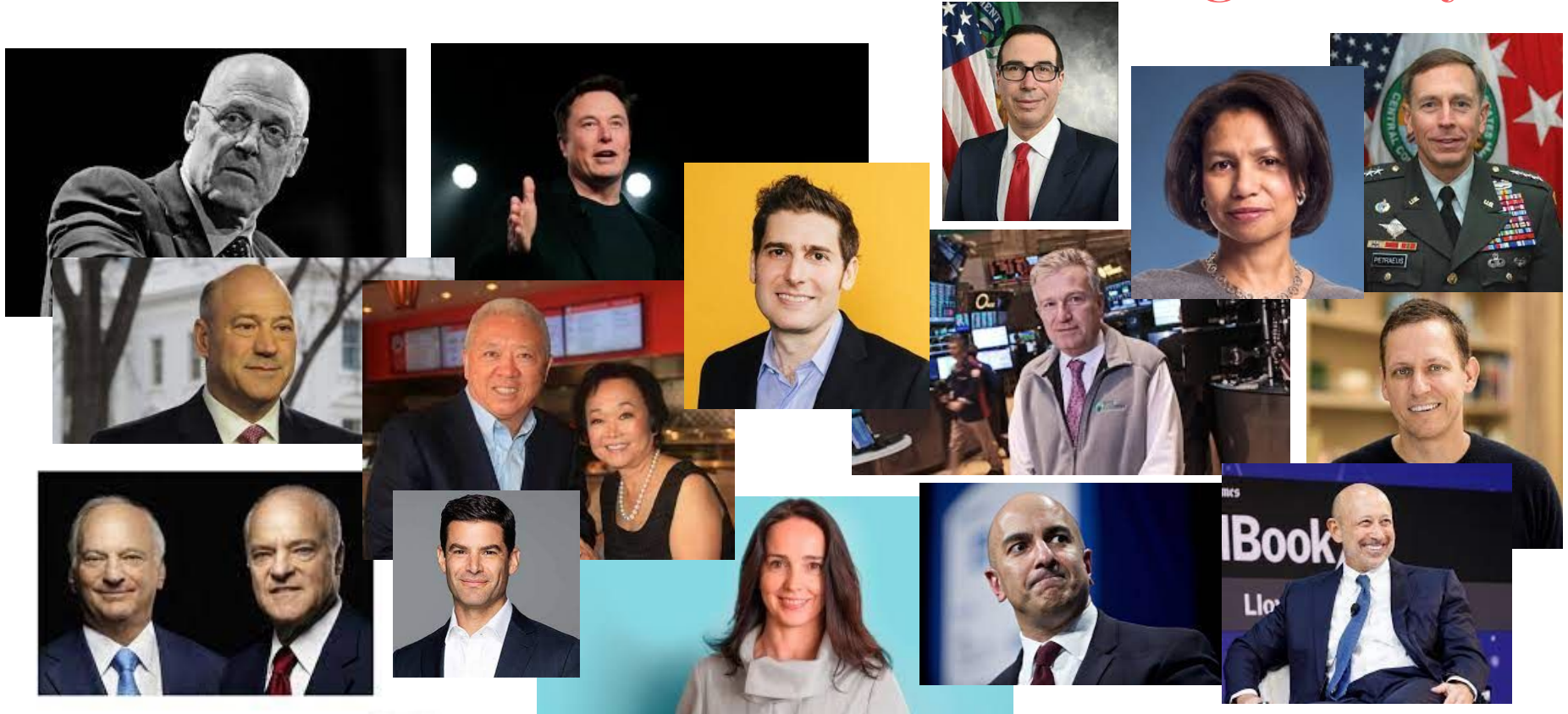
Kentfield, CA



# A quick trip down memory lane



# A few folks I met and/or worked with along the way....



# Ground rules

---

- Highly Interactive
- Comfortable Participation
- Questions
  - Ask anytime
  - Turn the question on me



# Level 100

## The basics

- One page resume, don't lie or exaggerate
- Get a good night's sleep before interviews
- Dress nicely and be presentable
- Be early (on-time = late)
- Be courteous and polite to EVERYONE
- Turn phone off well before initial greeting
- Practice your intro / greeting
- Make eye contact
- Prepare and ask thoughtful questions
- Write a thank you note (or email)

# Level 200

Prepare and be strategic

Connect with Wash U Grads!

Network and “collect people”

Be “intellectually curious” and be a sponge

Research who you are meeting

Be interesting / engaging

Formulate opinions and share them

Bring a paper, article or recommendation

Befriend the “gatekeeper” / find your guide

Make things easy for people

Be mindful of your social media profile

# Level 300

## Practical advice

Stay organized throughout the process

Turn your brain into a database, triangulate and connect the dots

Find a common interest, connect - LinkedIn

Writing is a skill - practice it

Listen! (time for a quiz)

Follow-up! (one email is not following up)

Don't call interviewer "dude" or "bro"

Don't disqualify yourself

Don't have your parents call....

Take rejection in stride... it's part of life

# Level 400

Crafting your pitch

The job search is a sales process

Be friendly, positive, confident

Get comfortable with your words / refine phone skills / practice in front of mirror

Rehearse your “elevator pitch”

Start with “Thank you” and appreciation

Avoid empty phrases

Find the “pain point” and run with it

Have no fear

Quantify, quantify, quantify

# Actual interview questions and interactions

Your elevator pitch?

Dream Job?

Two pieces of rope

Stanford question?

Weakness?

Let's buy a watch

Persistence?

Stock pitch?

Pet Peeve?

Airport question?

Mantra or quote you live by?

Sarah Palin question?

How many months have 28 days?

Authors/ books/ current events?

# Final thoughts

It's not what you don't know that gets you in trouble, it's what you think you know for certain that just ain't so -  
**Mark Twain**

If you don't know where you are going, you'll end up  
someplace else. —**Yogi Berra**

It's not what you know, it's who knows you

The **Ward Gay** Story - Longtime High School Tennis  
Coach in Cambridge, MA

<http://www.adamelegant.com>



Q&A