



Find & Negotiate Your Next Great Job

DEE ROBINSON
Frisco Connect
05/06/2025

"Siri what's the meaning of life?"



HAVE YOU MET THOMAS JACKSON?

Thomas Jackson - CISSP, OT/ICS/IoT/IT Cyber Security

[HOME](#)[PUBLICATIONS](#)[RESUME](#)[SALE FISH MARKETING](#)[VOLUNTEER WORK](#)[CONTACT](#)

Tom's Tips: Lessons of a Job Seeker

Let's face it--no one is or should be a professional job seeker. Use this information to learn how to look at yourself as the "product" and at the employer as a "client."

- [Tom's Tips: General Overview](#)
- [Tom's Tips: 30-60-90 Day Rules of the Road](#)
- [64 Toughest Interview Questions—and Answers](#)
- [Call Log Sheet Template](#)
- [Job Board Mega-listing](#)
- [Job Search Log Sheet Template](#)
- [Resume Action Words](#)
- [T-Letter—Better than a Cover Letter](#)

<http://www.thomasjackson.info/toms-tips-lessons-of-a-job-seeker.html>

PREPARING FOR YOUR NEW JOB

Resume submissions					
Job Applied For	Company Name	Contact Name/Title	Phone	Fax	E-m

[Resume submissions](#)
[Networking contacts](#)
[Interviews](#)
[Career Web sites](#)

Job Search Log Sheet Template

<https://www.thomasjackson.info/toms-tips-lessons-of-a-job-seeker.html>

Career Web sites

Web Site	User Name	Password (Optional)	Date Resume Posted	Date Cover Letter Posted	Comments

Resume submissions

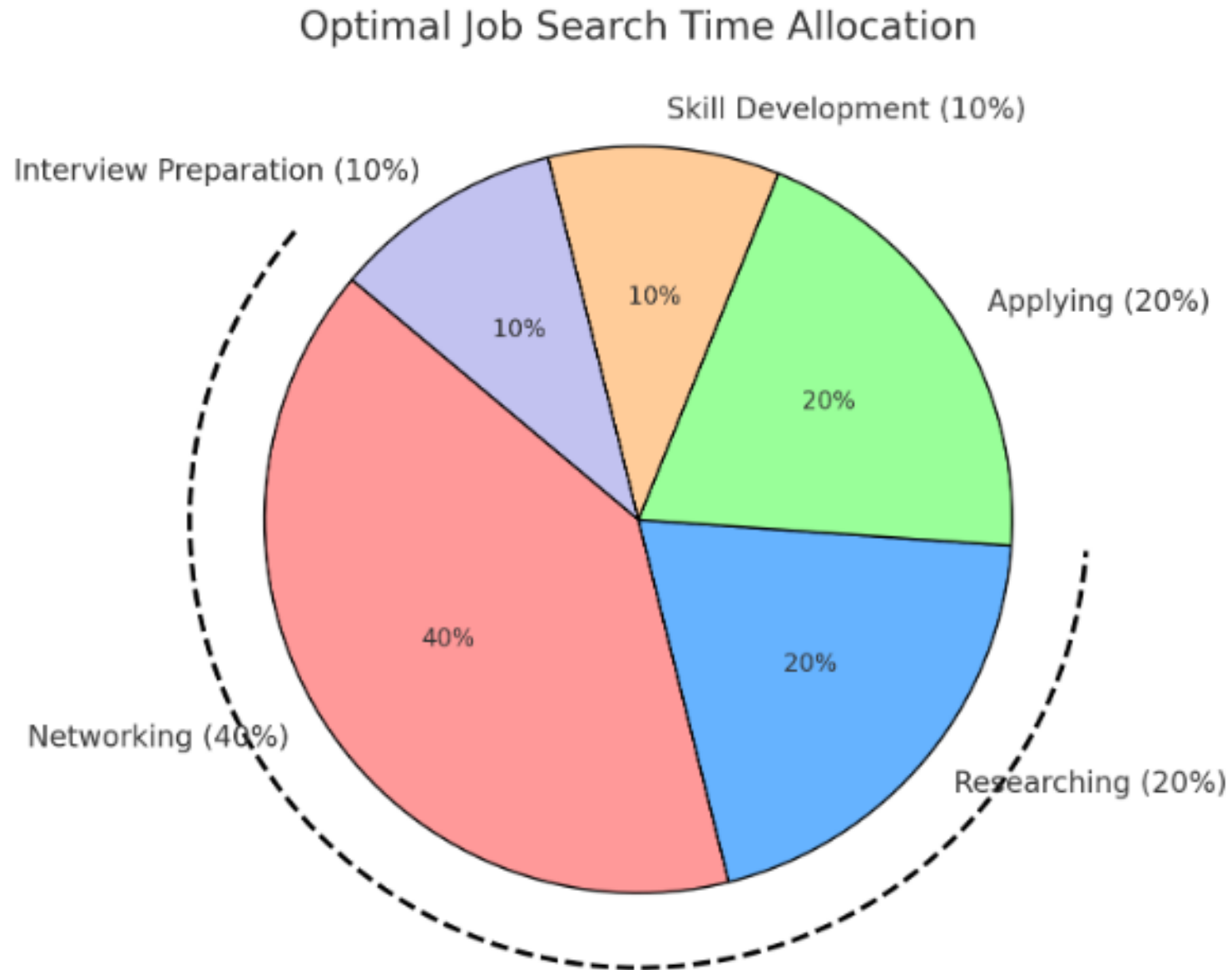
Job Applied For	Company Name	Contact Name/Title	Phone	Fax	E-mail Address	Mailing Address

Web Site	Date Resume Submitted	How Resume Submitted	References Sent	How I Heard About This Job	Job Description/Keywords	Status of Application	Comments

Networking

Acquaintance Information		Acquaintance Information Continued			Lead 1			
Acquaintance Name/Title	Company Name	Contact Information	Date Contacted	Comments	Lead Name/Title	Company	Contact Information	Comments

PRIORITY OF SEARCH ACTIVITY



Welcome to CareerDFW.org

Giving you the tools to land your next great opportunity™

FIND A GROUP

DONATE

RESOURCES

TIP OF THE WEEK

12/8/24 - Powerful and Effective Job Search

I just lost my job, what do I do now? - [Click here for help](#)

We have 59 guests online

Search

CareerUSA Training

12 DEC, THU

13 DEC, FRI

9:30am North Dallas / Plano Career Focus Group - In Person or Online Christ U...

17 DEC, TUE

1pm ONLINE - LinkedIn Tuesdays at 1pm ONLINE

20 DEC, FRI

9:30am North Dallas / Plano Career Focus Group - In Person or Online Christ U...

3 JAN, FRI

9:30am North Dallas / Plano Career Focus Group - In Person or Online Christ U...

7 JAN, TUE

FREE Online Career Training GMT-06

Career Resources

VIDEO TRAINING

Find FREE career training on the CareerUSA YouTube channel or on the CareerDFW Facebook page.

CAREERUSA YOUTUBE

CAREERDFW FACEBOOK

(Facebook requires login to see link)

FILES

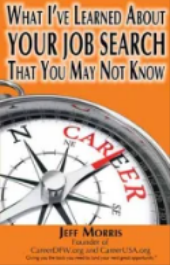
Join over 15,100 others!

CareerDFW.org LinkedIn

Not in DFW? Join

CareerUSA.org LinkedIn

Get your copy today!



Join the CareerUSA mailing list for our FREE career training sessions. Scan the QR code or send an email to CareerUSA@subscribe.at

Today

March 2025

Schedule

3	MAR, MON	9 - 10:30am	In Person (Preferred) or Online - Fort Worth Career Search Network North Fo...
		9 - 10:30am	In Person (Preferred) or Online - Fort Worth Career Search Network North Fo...
		10 - 11:30am	The Executive Forum - Motivation Mondays
		2 - 4pm	Career Care Networking Group at St. Andrew UMC Career Care is currently m...
		6:30 - 8:30pm	Path Forward: Life Solutions for Today's Job Seeker First Baptist Church, Mac...
		6:30 - 8pm	IEEE Dallas Engineers' Network Group - Plano Northwest EMC 3801 E. Plano ...
4	MAR, TUE	7:30 - 9:30am	The Accomplished Executive Forum
		7:30 - 8:30am	Dallas Business Association Café de France, 17370 Preston Rd #505, Dallas, T...
		7:30 - 8:30am	Referrals Unlimited Network Group LaMadeleine, 5290 Belt Line Road, Addiso...
		8 - 9am	Results Jason's Deli, 8520 Highway 121, Frisco, TX.
		8:30 - 11:30am	Frisco Connect - Meeting in Person only Stonebriar Community Church, 4801 ...
		9 - 11:30am	Career-In-Motion @ Watermark Community Church Watermark Community C...
		9 - 10:30am	Engineering/Technical Focus Group - In Person and Online White's Chapel M...

How to use CareerDFW and CareerUSA.org in your Job Search

CAREERUSA.ORG YouTube

C2 - Restricted

CareerUSA - YouTube

Created playlists



Interviewing - 13 part workshop
[View full playlist](#)



Networking
[View full playlist](#)



Frisco Career Transition Workshop - 2020 Summer ...
[View full playlist](#)



CareerDFW and CareerUSA.org and Career ...
[View full playlist](#)



North Dallas / Plano Career Focus Group Speakers
Updated 2 days ago
[View full playlist](#)



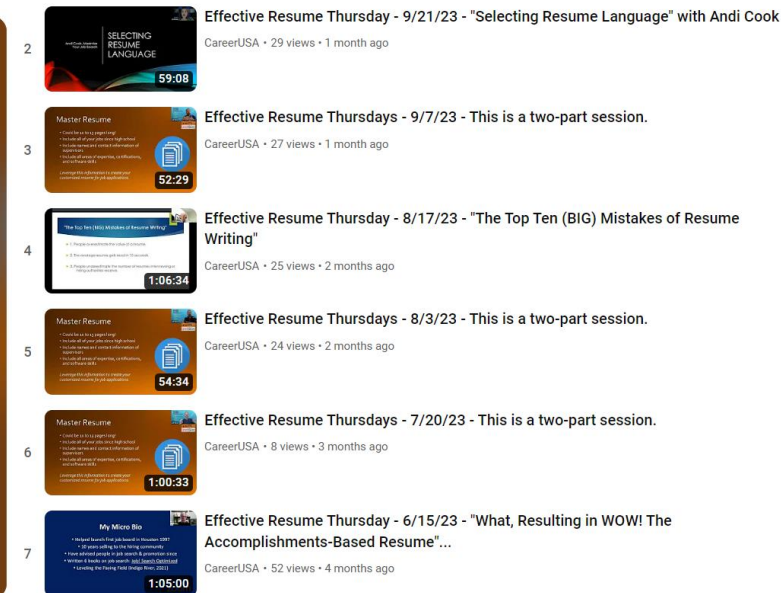
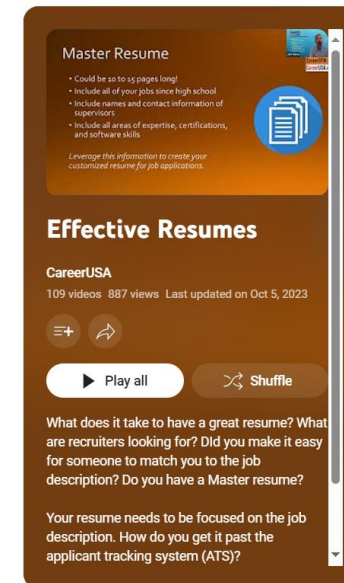
LinkedIn
Updated today
[View full playlist](#)



Effective Resumes
[View full playlist](#)



Interviewing
[View full playlist](#)



THOUGHTS ON NETWORKING



Jon Gordon  @JonGordon11 · 4h

Don't be a networker. Instead:

1. Add value to people's lives.
2. Lead with love, not an agenda.
3. Find ways to serve.
4. Show you care.
5. Encourage others.
6. Look to give instead of receive.
7. Connect people.



2



263



567



87% of all jobs are placed by one friend
A friend will help you now.
An acquaintance will wish you well

People don't care how interesting you are;
they care how interested you are.

-Bob Beaudine

- Find networking groups aligned to your expertise as well as general networking groups
 - CareerDFW.org
 - [Southlake Focus Group](#)
 - [Frisco Connect](#)
 - [Fort Worth Career Search Network](#)
- Show up - **in person** - when possible
- Your Job Search Is 80% Networking and 20% Applying—And That's Non-Negotiable
| LinkedIn

THOUGHTS ON LINKEDIN

- ▶ “LinkedIn Tuesdays” - Tuesdays at 1:00; Attend a LinkedIn workshop by Terry Sullivan and other experts
- ▶ Put your contact information in the header (Canva has a free templates for LinkedIn)
- ▶ Make it relevant and update key words to reflect today’s industry terms
- ▶ Use bold to highlight key words
- ▶ Review it and refresh it periodically
- ▶ Join large groups of interest - You can message group members for free (5 per month)
 - ▶ [Texas Young Professionals](#)
 - ▶ [Engineering Jobs in USA and Canada](#)
 - ▶ [Leadership Think Tank](#) (by Forbes, 2M members)
 - ▶ [Brain Expansion Group](#) (2M+ members)
 - ▶ Your university alumni group
- ▶ Look at your competition’s LinkedIn
- ▶ Don’t pay for Premium LinkedIn



There is no reason to pay someone to refresh your LinkedIn

OTHER PARTNERS IN YOUR JOB SEARCH

ChatGPT

https://www.linkedin.com/posts/shrutimishra_jobsearchsimplified-aiforcareers

ChatGPT prompts for JOB hunting

Shruti Mishra

- Resume Writing**
 - Generate a tailored resume summary for [SPECIFIC JOB TITLES] that highlights my relevant skills and achievements.
 - Research my job descriptions to focus on results and impact, using industry-specific keywords.
 - Create a list of bullet points that showcase my accomplishments in [SPECIFIC FIELDS].
 - Suggest ways to format my resume for easy readability and Applicant Tracking Systems (ATS) compatibility.
- Networking**
 - Generate a list of networking strategies to connect with professionals in [SPECIFIC INDUSTRY/DEPARTMENT].
 - Write a LinkedIn connection request that feels personal and genuine.
 - Generate follow-up messages to send after initial networking meetings or events.
 - Create a list of conversation starters for reaching out to potential mentors in my field.
- Career Pivot**
 - Outline a plan for transitioning from [CURRENT FIELD] to [NEW FIELD], emphasizing my transferable skills.
 - Generate a list of industry-relevant skills or certifications that would support my pivot.
 - Write a LinkedIn post that announces my career change in a positive and professional manner.
 - Develop a strategy to leverage my existing network to find opportunities in my new field.
- Salary Negotiation**
 - Write prompts to ask the recruiter the average salary for [SPECIFIC JOB TITLES] in [LOCATION].
 - Develop a negotiation strategy that frames my experience and value effectively.
 - Write a response for handling a counteroffer politely but firmly.
 - Suggest ways to negotiate additional benefits if the employer can't meet my salary expectations.
- Interview Preparation**
 - Generate a list of common interview questions for [SPECIFIC JOB TITLES].
 - Write structured responses to behavioral questions using the STAR (Situation, Task, Action, Result) method.
 - Develop prompts to practice discussing my weaknesses in a way that reflects growth and self-awareness.
 - Create a list of questions to ask the interviewer to demonstrate interest and curiosity about the role.
- Job Market Analysis**
 - Conduct a trend analysis of emerging roles in [SPECIFIC INDUSTRY] to understand future demand.
 - Generate prompts to help me identify companies hiring in [SPECIFIC LOCATIONS] and relevant roles.
 - Analyze the current state of the job market to identify high-growth areas and potential career paths.
 - Develop a list of job leads, career aims, and other resources specific to my field for constant job search.
- Professional Development Planning**
 - Reflect on my current skill set and suggest areas for improvement to increase employability.
 - Write a personal development plan focused on skills needed for [SPECIFIC JOB TITLES OR INDUSTRIES].
 - Create a timeline for achieving long-term goals or skills to support my career goals.
 - Research a list of resources or courses to develop expertise in [SPECIFIC SKILLS OR FIELDS].
- Others**
 - What online courses or certifications would you suggest for enhancing my skills in [Specific area] for advancing in [Desired field]?
 - How can I negotiate salary confidently for a [Specific job title] position, ensuring the offer reflects my value?
 - What strategies can I use to maintain work-life balance in [Specific field], focusing on mental health and productivity?
- Role Assignment**
 - Act as IT Support Specialist
 - Act as Copywriter
 - Act as Sales Executive
 - Act as Human Resources Manager
 - Act as Graphic Designer
 - Act as Software Engineer
 - Act as Product Manager
 - Act as Content Writer
 - Act as UX/UI Designer
 - Act as Project Manager
 - Act as Data Analyst
 - Act as Digital Marketing Specialist
- Tools for Success**
 - Resume.io
 - LinkedIn
 - Glassdoor
 - Indeed
 - Jobscan
 - Canva
 - Grammarly
 - Himalion
 - Big Interview
 - Calendly

Your Ultimate Resource for Known Job
Get job resources and strategies to land your dream remote job.
Scan the QR Code above

Shruti Mishra
@shrutimishra

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Handshake is the LinkedIn for entry-level professional and intern positions

5 Reasons You Need Handshake More Than Other Career Sites

Handshake

Handshake is the #1 way college students find jobs



Utilize your University Career Services team

- Often available for alumni as well

CAREER SERVICES
EMBRY-RIDDLE AERONAUTICAL UNIVERSITY

Access Handshake Contact Us

Home / Resources

Resources

- Digital Tools
- Resumes and CVs
- Interview Prep
- Professional Dress Guide
- Networking
- References and Cover Letters
- Federal Employment Resources for Job Seekers
- Civic Service Opportunities
- Career Competencies

In today's competitive job market, it takes more than a college degree to stand out to employers. Take advantage of our helpful career resources, designed to give you an edge when applying to and interviewing for co-op/internship and full-time opportunities.

CAREER CENTER BENEFITS

“RAFT” APPLICATION PROCESS



Research	Apply	Follow up	Thank you
<p>Identify target companies;</p> <p>Review job postings and apply for those you are qualified for;</p> <p>Reach out to current connections who are linked to the company</p>	<p>Set up profile notifications on the company's career page</p> <p>Apply directly on the company career page, not on Indeed or LinkedIn</p> <p>Customize your cover letter and resume (save with a unique name) ex: dee_SEP_Mfg Engr</p>	<p>Check regularly on the status of the job</p> <p>Use LinkedIn to find the recruiter</p> <p>Make follow up phone calls to HR and send an email periodically</p>	<p>ALWAYS send a follow up to your connection and anyone else who assisted you.</p> <p>(Don't use their name without permission)</p>

CREATE YOUR SAFRAN PROFILE

<https://www.safran-group.com/account/candidate>



Log in to my applicant account

Log in to applicant account
I ALREADY HAVE AN APPLICANT ACCOUNT

- › The candidate account is a place where you can post your resume online so that it can be viewed by our recruitment department.
- › Your candidate account enables you to apply more quickly for our job openings .
- › Logging in is simple: Enter your username and password below.

Username (email address)

Password

[Forgotten password?](#)

☐ Remember me

Log in

Account creation
CREATE APPLICANT ACCOUNT

- › If you don't yet have your own candidate account, create one below.

By creating your candidate area, you accept the information notices. Please read them carefully by clicking on the following link : [General terms](#)

If you are a Safran Group employee, please submit your application from the Insite portal

Username (email address)

Password

Safran , with regard to processing managers, implementing data processing has the primary purpose of managing and tracking applications filed on the site. As a user, you have the right to access, delete, correct, and export your data, as well as the right to object to and limit the processing of this data. To exercise your rights, please send an email to safran.dpo@safrangroup.com or a letter to 46 rue Camille Desmoulins, Issy les Moulineaux, 92130. To find out more about managing your personal data and to exercise your rights, please see [Privacy policy](#).

To view our General Terms of Use, [click here](#)

Candidate Area

BR CS DE EN ES FR FR-CA NL PL **US** ZH

0

Keywords(e.g. Sales engineer Paris)

Employment type
Please select a value

Job field / Job profile
Please select a value

Job location
Please select a value

[View all job openings](#)

[RSS and other feeds](#)

Start search

COVER LETTERS

- ▶ Your job is to make the recruiter's job easy to put you in the "YES" pile
- ▶ T Letter is effective for those with experience
- ▶ Use ChatGPT to easily prepare a draft T cover letter by pasting the job posting and your resume
 - ▶ Pick 4-5 key elements to highlight your directly related experience

TIP: This is also a great template for a thank you email

Dear Mr./Ms. Last Name:

I'm writing to apply for your Corporate and Events Planning Director position at Big Top Bash, Inc. I have spent the past six years working exclusively in the event planning industry and bring with me both extensive experience as an event planner and an organized and detail-oriented work ethic to the position.

You're looking for:

An event planner with 4+ years of experience

Someone who can handle a variety of party sizes

Someone skilled in maintaining a set budget

Someone who works well under pressure

I bring to the table:

Six years of practical hands on experience as a Senior Event Planning Director

Over one hundred successfully organized events ranging in size from intimate family reunions for ten people all the way up to a political fund-raising gala with over 1000 attendees.

The ability to successfully negotiate with a wide variety of vendors, promoters, and caterers in order to guarantee client satisfaction while staying within budget.

An ability to anticipate as well as problem solve while maintaining composure and professionalism.

I have enclosed my resume and will call within the week to see if we can arrange a time to speak.

Thank you for your time and consideration.
Sincerely,

<https://theinterviewguys.com/cover-letter-format-guide/>

RESUME TIPS

Ask 10 people for resume advice and you'll get 15 opinions

You must DIFFERENTIATE yourself from the competition

- ▶ DO include your city, state and zip code, not street info
- ▶ The left margin is for the most important information
 - ▶ Dates go to the far right
- ▶ DO put months and years on dates of employment only
- ▶ Do NOT put dates of education unless you are a recent graduate
- ▶ Do NOT include hobbies unless related to your career
- ▶ Resumes should be customized to the job posting, using the same key words to convey your qualifications
- ▶ Showcase your RESULTS, RESULTS, RESULTS! (data, dollars, decimal points)
 - ▶ [Metrics for Your Resume](#)

There is no reason to pay someone to refresh your resume

YOU HAVE AN INTERVIEW!

Now what?

- ▶ A few days before, you should:
 - ▶ Research the company using most recent information
 - ▶ Check your network for connections who work there and can share insights
 - ▶ Read LinkedIn profiles of the people you will meet with (Do not send them an invitation to connect!)
 - ▶ Know your resume well and the facts and numbers on it
 - ▶ Read interview questions on GlassDoor.com
 - ▶ Prepare your questions to ask (10+1)
 - ▶ Practice with a mentor or the PIT Crew BEFORE you even get an interview
 - ▶ Check out Walt Glass's Interview Success Workshop
 - ▶ 4th Wednesday PIT Crew is remote to accommodate job seekers outside of DFW
 - ▶ Drive to the location the day before, or leave in PLENTY of time to get there. **DO NOT BE LATE!**
 - ▶ Print copies of your resume for everyone, plus take a few extra
 - ▶ Don't decline an interview
 - ▶ Continue applying for other jobs



YOU HAVE AN INTERVIEW!

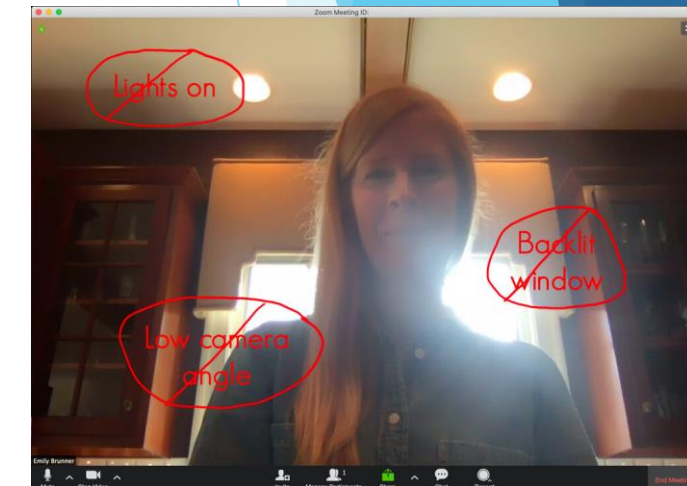
You are ready!

- ▶ The day of the interview
 - ▶ Review your resume
 - ▶ Practice your STAR / RATS stories
 - ▶ Review key company details
- ▶ In the interview
 - ▶ Deliver a compelling introduction:
 - ▶ I am____, I do ____, I help ____
 - ▶ Use the names of your interviewers as you respond
 - ▶ Create a conversation - interject your questions throughout the interview
 - ▶ Ask for the job and the next steps
- ▶ After the interview
 - ▶ Send Thank Yous restating your qualifications and how you can help them
 - ▶ Follow up (and if you don't get the job follow up in another 60-90 days)



PREPARING FOR A VIDEO INTERVIEW

- ▶ Select a quiet location with a neutral background (create a custom background on Canva)
 - ▶ Rearrange furniture or use a different room
 - ▶ Put a note on the door alerting family, “Interview in progress; DO NOT ENTER”
- ▶ Elevate your laptop or phone so that the camera is at your eye level
- ▶ Check your camera and the lighting and adjust as needed
- ▶ Put your phone on “Do Not Disturb”
- ▶ Have a “back up” plan in case technology doesn’t cooperate
 - ▶ Confirm with the interviewer your cell phone
- ▶ Maintain forward posture. Breathe! Breathing keeps you “in the moment”
- ▶ Maintain eye contact!
 - ▶ Put a sticky note next to the camera “LOOK HERE AND SMILE”



COMMON MISTAKES BY CANDIDATES

- ▶ Lack of real preparation
- ▶ Not using AI (ChatGPT, CoPilot, etc.)
- ▶ Not customizing the resume
- ▶ Typos and grammar errors in resumes
 - ▶ Read it out loud, slowly, to yourself and a friend
- ▶ Not having STAR stories prepared (Situation-Task-Action-Results)
[Interviewing Wednesdays - 6/14/23 - Session 3 - "STAR Stories - A Deep Dive." - YouTube](#)
 - ▶ [Use the STAR Interview Method to Land Your Next Job](#) (HBR)
- ▶ Not practicing interviewing
- ▶ Assuming they will get the job through their network: “They already know me.”
- ▶ Stopping a search during final interviews

WE'D LIKE TO MAKE YOU AN OFFER

- ▶ Do not immediately accept
- ▶ Take time to understand the total annual compensation package
 - ▶ Base Pay
 - ▶ Bonus target (ask what % is normally achieved per year) (STI)
 - ▶ Stock options/units (LTI)
 - ▶ Benefit plan costs (health, dental, vision, life, disability, etc...)
 - ▶ Understand 401(k) or pension plan contributions
 - ▶ Paid Time Off (Vacation, Sick, Personal Days)
 - ▶ Company observed Holidays
 - ▶ Eligibility for next pay evaluation / annual merit review



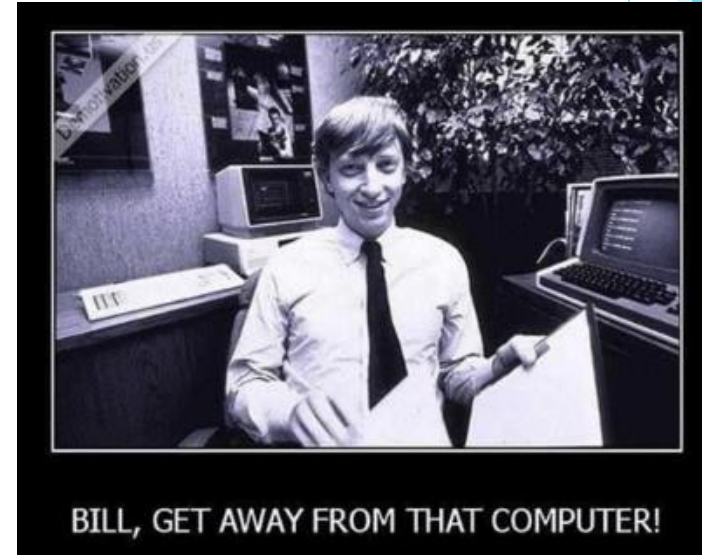
WE'D LIKE TO MAKE YOU AN OFFER (CONT).

- ▶ Other elements to consider
 - ▶ Work arrangements: Remote vs. Onsite vs. Hybrid
 - ▶ Signing Bonus
 - ▶ Relocation (or lump sum in lieu of relocation management)
 - ▶ Tuition Reimbursement without a waiting period
 - ▶ “Spot Award” bonus/recognition
 - ▶ Other Perks - onsite gym, gym reimbursement, phone/internet reimbursement
- ▶ Don't be afraid to counter but do it quickly
 - ▶ Explain why you are asking for more etc.
 - ▶ Do it graciously and not arrogantly



TAKE CARE OF YOURSELF

- ▶ What are you doing to develop yourself?
- ▶ How are you staying current?
- ▶ Tell me about a book or podcast that impacted you.
- ▶ GET AWAY FROM THE COMPUTER
- ▶ Exercise - physically and mentally
- ▶ Volunteer with purpose
- ▶ Go to church
- ▶ Take up a hobby or find a new interest
- ▶ Have an accountability group



HELPFUL LINKS

My Favorite LinkedIn Posts/Authors

[ChatGPT Prompts to Find you Dream Job](#)

[Shruti Mishraa AI Prompts for Job Search](#)

[Do This Before Your Next Job](#)

[Anna Papalia | LinkedIn Posts](#)

[ChatGPT Prompts for a Killer Resume](#)

[25 Questions to Ask in an Interview](#)

[12 Interview Questions you Need to Know-and How to Answer Them](#)

Helpful Links

[You Pack your own Chute video](#)

[Thomas Jackson Lessons of a Job Seeker](#)

[30/60/90 Day "Rules of the Road"](#)

[The Job Interview Hack Sheet: 15 Ways to Impress in Minutes \(Without Sounding Rehearsed\) - The Interview Guys](#)

[Cover Letters - The Interview Guys](#)

[The Power of Who w/ Bob Beaudine](#)

[Safran Job Openings](#)

[Create your Safran Candidate Profile](#)

ChatGPT PROMPTS

Shruti Mishraa AI Prompts for Job Search

ChatGPT prompts for JOB hunting



 Shruti Mishra

Resume Writing

- Generate a tailored resume summary for [SPECIFIC JOB TITLE] that highlights my relevant skills and achievements.
- Rewrite my job descriptions to focus on results and impact, using industry-specific keywords.
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- Suggest ways to format my resume for easy readability and Applicant Tracking Systems (ATS) compatibility.

Networking

- Develop a networking strategy to connect with professionals in [SPECIFIC INDUSTRY OR COMPANY].
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Salary Negotiation

- Write prompts to help me research the average salary for [SPECIFIC JOB TITLE] in [LOCATION].
- Develop a negotiation strategy that frames my experience and value effectively.
- Write a response for handling a counteroffer politely but firmly.
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Interview Preparation

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Job Market Analysis

- Conduct a trend analysis of emerging roles in [SPECIFIC INDUSTRY] to understand in-demand skills.
- Generate prompts to help me identify companies hiring in [SPECIFIC LOCATION] and relevant roles.
- Analyze the current state of the job market to identify high-growth areas and potential career paths.
- Develop a list of job boards, career sites, and other resources specific to my field for consistent job search.

Professional Development Planning

- Reflect on my current skill set and suggest areas for improvement to increase employability.
- Write a personal development plan focused on skills needed for [SPECIFIC JOB TITLE OR INDUSTRY].
- Create a timeline for achieving key certifications or skills to support my career goals.
- Generate a list of resources or courses to develop expertise in [SPECIFIC SKILL OR FIELD].

Others

- What online courses or certifications would you suggest to enhance my skills in [specific area] for advancing in [desired field]?
- How can I negotiate salary confidently for a [specific job title] position, ensuring the offer reflects my value?
- What strategies can I use to maintain work-life balance in [specific field], focusing on mental health and productivity?



Your Ultimate Resource for Remote Job
Get 65+ Resources and strategies to land your dream remote Job
Scan the QR Code above

ChatGPT Extensions

- Application Tracker
- Portfolio Showcase
- Skill Gap Analyzer
- Job Alert Notifications
- Resume Builder
- LinkedIn Profile Optimizer
- Personal Branding Advisor
- Company Research Helper
- Cover Letter Generator
- Networking Assistant
- Salary Negotiation Simulator
- Interview Prep Coach

Role Assignment

- Act as IT Support Specialist
- Act as Copywriter
- Act as Sales Executive
- Act as Human Resources Manager
- Act as Graphic Designer
- Act as Software Engineer
- Act as Product Manager
- Act as Content Writer
- Act as UX/UI Designer
- Act as Project Manager
- Act as Data Analyst
- Act as Digital Marketing Specialist

Tools for Success



Resume.io Networking Glassdoor Indeed
ATS resumes Company insights Job listings



Jobscan Canva Grammarly Hiration
ATS essays Resume design Proofreading Resume builder



Big Interview Calendly
Interview prep Scheduling



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@heyshrutimishra

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DeeRobinson13@verizon.net

[Dee Robinson LinkedIn](#)