

# A Guide to Landing Your Ideal Job Post-Pandemic



## 1. U.S. Economy

The U.S. economy has struggled to grow in the past years. Companies continue to close down or downsize to be able to survive financially. In the process of these declining markets, you may find yourself out of a job. What is there for you to confidently apply and get a new job? The reality is that there are only a few jobs in the economy and the competition for these open positions is very stiff. Even if you have a college degree, getting a job will not be easy in these times. So, you must learn how to compete and stay ahead of the competition.

## 2. Write Down Your Skills

The first step is to realize that you are out of a job and you need to get another quickly. Before you start sending resumes, it is important that you know your abilities and skills. For instance, in my case, I lost a job a few years ago and I did not know where to start. So, I sat down at my office and started to write down all the jobs I have had. I realized that all my life I have done is sales. My previous positions titles ranged from sales rep, associate, new account representative, counselor, front desk clerk, financial consultant, financial advisor, and more. After thinking about all these jobs, I came to realize that I was good at helping people accomplish things. I also saw that I had great customer service skills and I loved that.

## 3. A Winning Resume

Once I had compiled my list, the next step was to modify my resume and write it very sales-oriented. I spent many long hours revising my resume until I was happy with the content and format. It will take time to get it the way you want it, but this will pay off! The next step was to figure out how to send it to as many employers as I could. After spending weeks in sending resumes, taking many online assessments, and completing online applications and profiles, I realized that I was not getting interviews, which discouraged me because I felt like no one was looking at my resume. Think about it, millions of people send resumes daily to all these companies and for you to have a chance at someone looking at my resume will be very hard.

## 4. Learn to Sell Your Skills

As I said, I had been in sales all my life so I realized that I should have used some of these skills. As a salesman or as a business owner, we all have to go out there to find new clients every day. In the past, I had knocked on doors, cold-called people, sent letters and postcards to generate business leads and prospective clients. The goal was to create appointments to convert prospects into clients. It occurred to me that I could do the same thing when searching for a job. I got a business directory and went down the list and I identified the companies I wanted to work for. I wrote a script and I started cold-calling these companies. My script was as follows...

*"Hello Mr Manager, my name is John Smith, I am a sales professional with 17 years of experience and I would love to stop by your office tomorrow morning to drop off my resume. Can I ask for you?"*

## 5. Get The Job!

You can create your own script but keep in mind that the goal is to put your resume in the hands of the hiring manager. It is a numbers game, the more hiring managers you meet, the higher your chances will be at getting hired. Yes, it will be discouraging at some times, but if you want a job, you have to compete and do whatever you need to do to get it! My last three jobs I got, I got them because these hiring managers appreciated my initiative and confidence. Had I not done that, I would have been still waiting for someone to call me. By the way, I landed my dream job with the government agency I always wanted to work for. Now, I am not scared of losing my job because I learned how to play the game. For more information, go to our website at [www.wealthydollar.com](http://www.wealthydollar.com).



**Art De La Rosa**

Financial Advisor/Realtor  
USC Graduate/Author  
DRE Lic#: 01791246 - CA Lic#: 0D32909

**(626)820-9013**