

Find the *Right* Job Faster. Get Ahead of the Pack!

- ☞ **Not getting enough interview opportunities for your target role?**
- ☞ **Interviews not bringing you to the offer stage at your target companies?**
- ☞ **Uncertain about how to make yourself the most valuable and attractive candidate that you can be?**



Compete & Win – There's No Trophy for 2nd Place

The good news is that thriving Silicon Valley companies are hiring again. The bad news is that there are many other talented people competing for the best roles at the best companies. You don't just need to convince a prospective employer that you'd be good, or even *great* at the job. They have to believe that you're the *best* candidate.

"Me Too" Puts You in the Slow Lane

Unfortunately, you can't expect to rapidly obtain your target role if you're following the same process that everyone else is. Tapping your network, updating your resume, pinging recruiters, searching online, etc. are all worthwhile activities. The problem is that they're the *same* activities that every candidate is doing right now.



Beyond that, no one has the same combination of skills, experience, and accomplishments that you have. So how can you promote your unique professional assets as your competitive advantage throughout the entire interview process?

For example, does your resume read like a catalog of roles and responsibilities or does it clearly tell how you are *unique* and *different* from your competition? Otherwise, you can expect a long, slow search process.

The Search Stage

Common Approach:

- ✓ Update resume
- ✓ Reach out to Recruiters
- ✓ Attend Job Fairs
- ✓ Network
- ✓ Search for jobs online
- ✓ Customize cover letters
- ✓ Apply to jobs

Your ExecCatalyst Advantage:

ExecCatalyst works with you to deeply understand your experience, target roles, and target companies to **focus** your search on the roles and companies where you'll be the most valuable and most satisfied. And we'll help you take a proactive approach so that you're not just waiting for the next call.

The Interview Stage

Common Approach

- ✓ Perform basic company research
- ✓ Perform basic research on Individuals
- ✓ Reach out to your network
- ✓ Prepare for Q&A

Your ExecCatalyst Advantage:

Being good at your job doesn't make you an expert at *interviewing* for a job. Can you see your own blind spots? Beyond that, your "fan base" won't give you objective feedback, and they're too busy to assist you throughout the process. ExecCatalyst supports you at **every step** with objective and **expert feedback**, thorough preparation and de-briefs, as well as rigorous interview presentation and practice.

The Close Stage

Common Approach

- ✓ Provide references
- ✓ Agree on role
- ✓ Accept offer

Your ExecCatalyst Advantage:

ExecCatalyst works with you from the outset to effectively communicate your **uniqueness** and **value** to prospective employers so that you're in the best position to negotiate your title and compensation.

The ExecCatalyst Difference

The Partners at ExecCatalyst™ are proven successful high-tech executives with first-hand experience leading strategy and operations for Oracle, Salesforce.com, Siebel Systems and Business Objects, as well as fast-growth startups. Developed specifically for the needs of high-tech professionals, our services are:

-  **Application oriented** – feedback is delivered such that it can be applied directly to your situation without “bridging the gap” between theory and practice
-  **Context-aware** – based on deep experience in operational roles from individual contributor to the executive level at tech giants as well as startups
-  **Real-time** – Silicon Valley moves *fast*. ExecCatalyst's unique retainer model means that expert assistance and feedback is only a phone call away, so you'll have actionable feedback in minutes or hours, not days

Contact ExecCatalyst (info@ExecCatalyst.com) to accelerate your job search now.

"After months of frustration job searching on my own, ExecCatalyst guided me in the right direction. Despite a challenging job market, their strategies immediately generated numerous interviews and an offer in a hot startup company."

*George Chinn
QA Manager, Linden Labs
After 17 years at Microsoft*

"ExecCatalyst really improved my ability to communicate my experience and business value. Their guidance was a key factor for me landing my first Supply Chain Vice President role."

*Cameron Reid
Vice President, Creation Technologies
After 20 years at Hewlett Packard*