## **CISCO** Cisco Networking Academy

# Perfect Your Resume & Get Noticed!

Sonya Lee – President of Mowie Media, Inc. Hostess: Kara Sullivan

March 2, 2016

### Welcome to the 4th session of the *Preparing for Your Career* webinar series!

- Use the Q and A panel to ask questions.
- Use the Chat panel to communicate with attendees and panelists.
- A link to a recording of the session will be sent to all registered attendees.
- Please take the feedback survey at the end of the webinar.

# Introduction & Overview

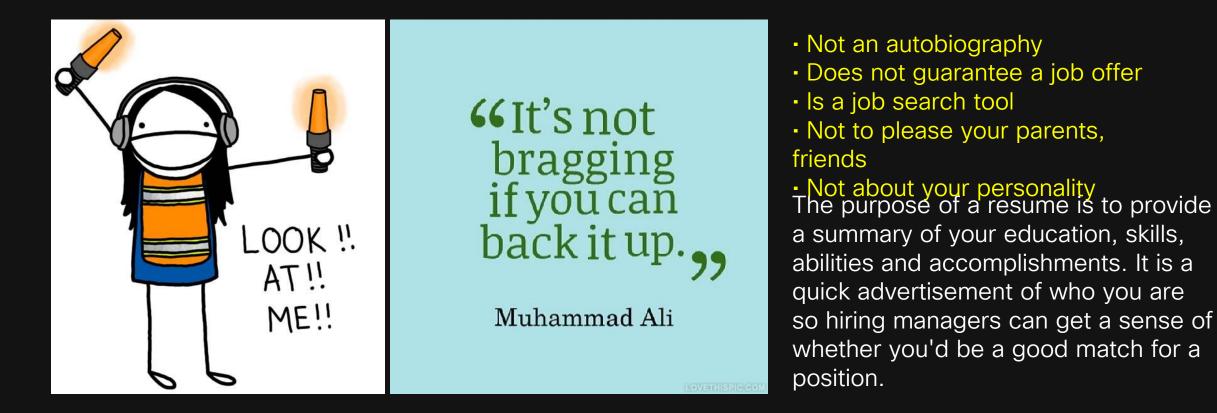


### Sonya Lee, President of Mowie Media

- Launched Mowie Media in 2006
- Works with in IT field with startups, entertainment studios and corporations
- Specializes in Product Development UX & Creative
- Founded non-profit animal rescue group
- Works closely with entrepreneurs
- Responsible for building teams
- Public speaker (General Assembly, USC)



### Resume, huh? It's not just a brag sheet.



### Coverletter, who reads them? Everyone!



Applicant's Name Address Prene Namber

Company Name Name of the person in charge of hiring. Tels Address

Deep

bust Mr. or Mr. (Name of the person who is in charge of hising),

With reference to your advertisement in the Local News on August 28, I with to apply for the position of check at your video ators.

Theleve There the recensery skills and abilities for this job. Law organized, rescurceful, personable and a fast learner. Law also fluces in both official languages

Your company exacts at nanomer service, a field in which I would like to parsait a carrier. It are also very engit to bocome part of a winning seam like years, Johning your organization would give me a chance to develop useful skills that will help in parsaing my long-term targets.

Fyou are interested in mosting with mu, I are available for interview workdays after 3.20  $\mu$  m, or any time on the workand.

Hock forward to hearing from year

Sension

End. (résumé)

A cover letter provides detailed information on why you are qualified for the job you are applying for. It provides additional information on your skills and experience.

### Types of cover letters

- Prospecting
- Application
- Networking

YES

### What goes in a cover letter?

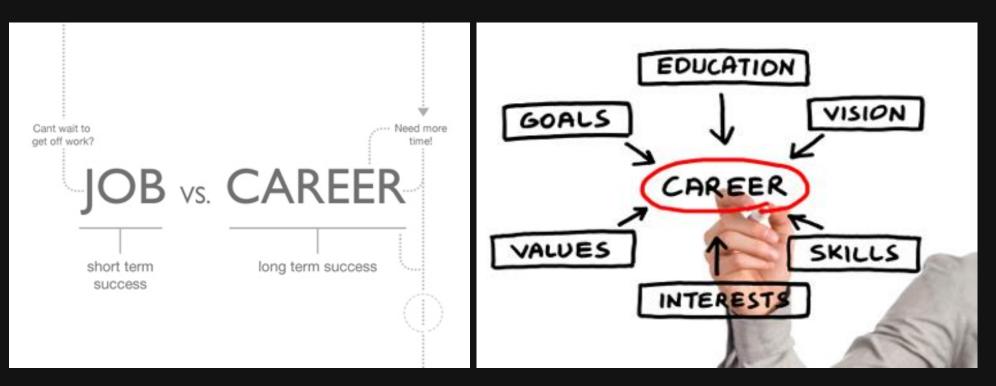
- 1. Details your interest in the company or organization itself
- Shows written communication skills, spelling and grammar
   Highlights the contribution you can make to the company
- 3. Highlights the contribution you can make to the comp
- 4. Communicates your career plan and vision

### When writing it, be sure to:

- Be familiar with the company's branding (spelling, taglines, competitors, market, product)
- Don't regurgitate your resume on your cover letter
- Do get someone to review your document
- Show a different perspective on your strengths & weaknesses
- Don't oversell or undersell yourself



### Job vs. Career.



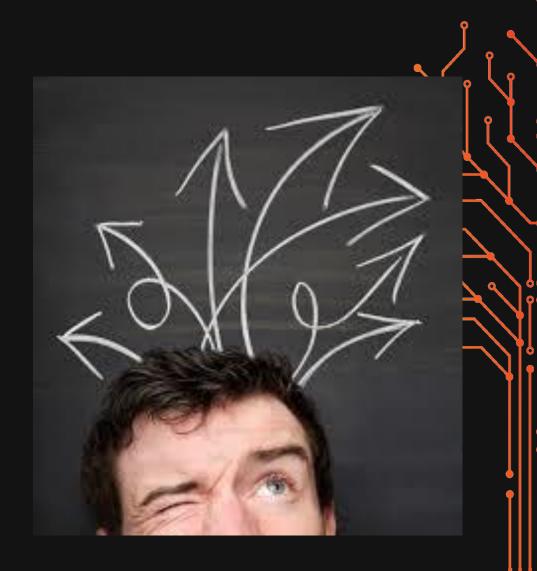
A **Job** is work for pay. Can mean short term success, learn new skills and income.

A **Career** is a lifelong path where your education, goals, vision, interests intersect. Means long-term success and continued learning. Deepens values and sense of purpose.

### Finding the right career

Research your options, realize your strengths, acquire new skills and have the courage to be curious.

- Passion or profits?
- What do you love doing?
- What inspires you?
- What is your purpose?
- Long term goals?
- Where do you want to be in 5-10 years?



### My right career: Mowie Media

Web designer in entertainment. Loved solving problems, skilled in visual creativity, Photoshop & organizing people, projects and things.

- Love innovation, creativity and helping others
- Embrace creativity and problems solving.
- Chose a path that combined passion + profits as a UX expert & product strategist
- Make a change in the world and growing personally
- I see myself constantly learning and sharing my knowledge.



# Crafting Your Resumé



### Tailoring your Resumé

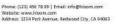
### Customize the resume for the intended:

- Corporation
- Small business
- Startup
- Internship

### Make it relevant by updating:

- Work Experience
- Revamp your supporting bullet points
- Communicate skills that may be needed in that environment

#### maricial Analysis And Auditor PATRICK HLOOM Objective Ami posuereerat. Aeneanconval isnibhsed quam adipiscinghendrent id tempus erat. Nam entertelle constituel anterplana fringilia, Fuscevenenatisaliqua Skills Skill Category Name Donechendrenit, Donecutest in Etiameget dui, Aliquemenetvol Vet Another Category Etiamoget dui, Proinnecaugue Quisqueelisuamtempor Work Experience DIRECTOR OF SALES & M · Efficiently available av Work Experience... · Efficiently innovate cawn-son Timothy, Lancaster · Objectively integrate entorp · Especieusly utilize enterantise Lorem ipsur GENERAL ADMINISTRATO diam nonun Meigaely matrix-accessmically aliquam era · Competently parallel tack full nostrud exe · Collaboratively expedite gus ex ea comm Baichle core municate enable hendrerit in · Uniquely enable accurate pup GENERAL MANAGER & AL Blake County Associ Bailthly core municate enables Lorem ipsur Uniquely enable accurate inst diam nonum · Global la watwork forward may aliquam era Beigerullane servicer relianter Uniquely enable accurate out nostrud exe ex ea comm SENIOR PROJECT MANAG hendrerit in · Pelantergasishetto res add · Vestiluture utue publication Blake County Associ Dorectedaptameniosam, ta · Pellentarqualobortionec sibl Lorem ipsur diam nonum Education aliquam era nostrud exe POST GRADUATE PROGRA ex ea comr Specialization: Human Nation hendrerit in Special Skills · Lorem ipsum dole consectetuer adi sed diam nonumn nibh euismod tine laoreet dolore m aliguam erat volu Ut wisi enim ad r James D





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> TRACY MORRIS 10 Main Rinad - Bania Clana, California 8000 Imperia@mpias.com + 3,408 801.501 (1 + 2,408 200.0004)

#### SENIOR SALES MANAGER Sinelegi: Sales Planning - Relationship Management - Market Expansion

Egnamic, results-driven sales strategiet with a 15+ year record of achievement and demonstrated success d'ung nutivitier-date tenenue gowit white providing visionary sales teachering in highly competitive markets. Solid teach record securing key clients and increasing product detribution to grow market share. Terraciaus in building new business, securing customer loyalty, and forging strong relationships with external usness partners. Exceptional mentor and cascil: combine burrens acument with most leadership abilities to second institi and satability, partnersing sales beams.

#### Rey strengths and competencies:

New Products and

 High-impact Sales Presentations Turitary Growth Management

- Multimilion-dolar Negetations Budget Administration | PSL Hanagement Recording and Stations industries.
- Ball Development Programs Strategic Market Position Name Assessment & Product Education Team Leadening, Coaching, and Menoring.

### PROFESSIONAL EXPERIENCE

Extract Convention, Berla Cara, Cathering Directory North-American Bales (2004 to Presant)

Dearses exposite sales shrinks will eight distit? offers for leading invositor in clais storage and automation with 1500 employees and around muleices ecceeding 2100 million

Best asks and business devicement functions, including new product role its, key account management sutoner relationship development, contract regulations, and order fulfilment. Wanage PBL and budge reportabilities. Constant encoderational learn hairing smarting and marchings. Least distint sales tamagers and marketing associates located troughout the U.S. and Canada. Design implament, and adjust vertices rates place, and programs for data storage praduals, with a fixed on building beciles distribution channel and balaning domand in the Fortune 500 arene.

### Beiler teil Ach is versionity

- Indiversatial in complete lumanound of under-partnering sales learn; set higher expectations and instituted individual accountability resulting in 454% never as increase over time years.
- 4 Metor exceeded all actes throughout tenure, averaged none than \$57 million in sexual sales in North America and earned multiple company awards in recognition of performance
- Considerify developed story, sustainable reasonings with VAR pattern and executive decision untern of Fortune 300 client companies.

#### Dent Research Inc. Chinam Hereit Michward Soles Director (1999 to 2014)

Recruited to dulid and develop top-producing rates team and manage 12-attrib tentiony for computer distributor with \$110 relition on advant states.

Managed region comprised of 48 Nanchases and independent meathers, with combined lutar annual astes. exceeding \$23 million. Developed and implemented single-plane to market hand/deas and persuado meathers/JAPs to particular products from company's distribution contains. Accountable for sharmal and and

**ANTINA** 

### What employers look for in a resumé

- Who you are (Name, contact info objective experience, accomplishments)
- What you have done (Job history, length, professionalism)
- What you can do (Can you spell? Skills? Associations?)
- Who you want to be (Career choices, commitment to roles)
- Employer will spend an average of 15-20 seconds reviewing it
- Demonstration that you are the best candidate for the position
- Relevant experience and evidence of achievements
- Grammatical or spelling mistakes

### Basic styles of a resume

Chronological (Lists most recent position first)

Functional (Focuses on skills & experience, good for changing careers or filling gaps in employment)

Combination (Lists skills and experience first) What to list?

- Degrees, majors & minors
- Academic awards, honors, recognition & education
- Class & team projects
- Certifications, seminars, study-abroad experiences and special training

RENEE C. CALDWELL 6500 Riverside Drive, Apt. 422 Washington, DC 20010 R.Caldwell@xxx.com 202-555-5594

### OBJECTIVE

Administrative Assistant

### Education

Jefferson City College, Washington, DC A.A. Office Administration and Technology Date of Graduation: June 2003

### Skills

Knowledge of Word, Access, and Excel Familiar with GELCO accounting program Typing speed of 65 words per minute Excellent written and oral communication skills

### Experience

Adley Manufacturing, Washington, DC Administrative Assistant/Receptionist June 2003 to Present Manage switchboard and front desk for midsize manufacturing firm. Duties include greeting clients, answering and routing all incoming calls, and producing correspondence.

### References

Submitted on request

### Tips for a resume

- Email Address
  - Use a professional email such as Sam.Smith@gmail.com
  - Not letsgetjiggy@gmail.com, sizzlingsummer@hotmail.com, hotmama555@yahoo.com
- Accomplishments & Career Progression
  - Identify accomplishments unique to you not just job generic descriptions. Be accurate.
- Education
  - List your current studies, major and minor. List GPA over 3.0
- Copy proofing Check for spelling & grammatical errors
- Formatting Check to make sure that it's easy to read and digest. One page works best!
- Action Verbs http://career.opcd.wfu.edu/files/2011/05/Action-Verbs-for-Resumes.pdf

### Tips for a resume

- Don't center everything
- Don't use too much white space
- Don't use the same type weight or size
- Include your name & contact information
- Be concise and clear with your objective & bullet points
- Be consistent with punctuation
- Make sure margins are not too small
- Don't use Papyrus or Comic Sans!

### Welcome to the

### 6-Second Resume Challenge

According to one famous study, hiring managers only take an average of **six seconds** to decide whether to **keep** or **trash** your resume.



# The Application



### What to do before you apply

- Be pro-active
- Research the company
- Know what they're looking for
- Be prepared to answer relevant industry questions
- Have personal references handy
- Proof of work status
- Understand the job position you're applying for
- Check your personal brand and <u>online presence!</u>



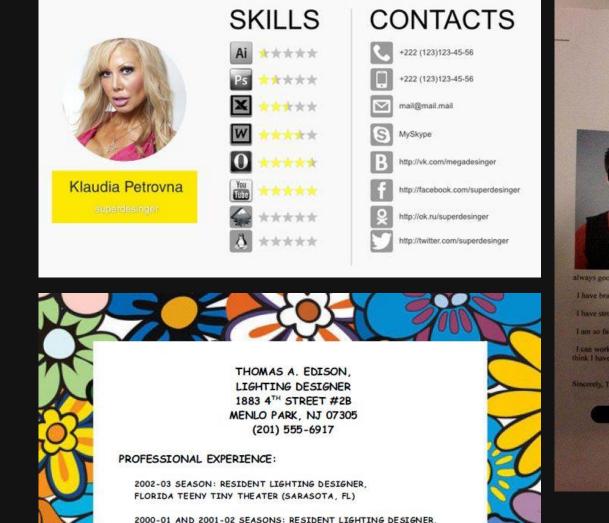
### What to do after

- Determine best method for follow-up
- Always make time to follow up no matter how busy you are
- Create a job log to keep a record of your job search & follow up
- Continue to follow up regularly, but don't over do it
- Be available to answer calls or emails, consider developing a script
- Make notes or create an outline of what you'd like to say (new accomplishments, training or awards)
- Know when you're ready to start
- Be prepared for a short screening phone interview
- Thank the hiring manager for taking his/her time and ask about next steps.

Small details make perfection, but perfection is no small detail. \*\*

🗠 Michelangelo

### Really Bad Examples



2000-01 AND 2001-02 SEASONS: RESIDENT LIGHTING DESIGNER, TERMITE STAGE COMPANY (WESTCHESTER COUNTY, NY)

| DATE  | THEATER       | PRODUCTION           | DIRECTOR     |  |
|-------|---------------|----------------------|--------------|--|
| 9/01  | TERMITE STAGE | KILLING TIME         | G. MARCONI   |  |
| 11/01 | TERMITE STAGE | THE COUNTRY GIRL     | J. GUTENBERG |  |
| 8/02  | THEATRE PLAY  | BEAUTY AND THE BEEPS | TAMES WATT   |  |

Phone Phone To Whom It May Concern: Resume is something for appeal myself, Let's have a appeal time! My big reason of come to Canada, Europe, North and South America travel.

So I apply to your shop! I am not a good English user. But when I was in korea, everybody call me 'Ace, you are a best!' at Factory, hotel, farm, restaurant, mart.

Especially, I love always smile working environment, too short time I worked custom service but It is best work in my life and I want to feel again.

By the way, I worked server and kitchen help in the Canada. I am always good when I am working, please feel me.

I have brave fight to wild bear.

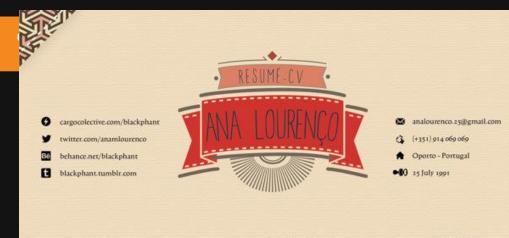
I have strong arm lift to wild bear.

I am so fast more than train.

I can work without pay-right now! I do not care, when will you pay me. Please pay me after you think I have Qualification for get a pay.

Sincerely, Thank you for your time and consideration.

GagThe.Net

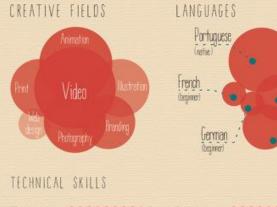




I'm passionate with Arts & Design. I'm organized and I

love try new things and improve my skills. I've no problems with travelling or

team working.



| Illustrator | <br>Premiere      | <br>Tablet    |           |
|-------------|-------------------|---------------|-----------|
| Photoshop   | <br>3ds Max       | <br>Macintosh | ********* |
| Indesign    | <br>Cinema 4d     | <br>Windows   | ********  |
| Flash       | <br>After effects |               |           |
| Dreamweaver | <br>Soundbooth    |               |           |

|                          | Don't include pics!  |      |
|--------------------------|--|------|
| PERJONAL                 | DETAILS X Font too fancy!!   |      |
| Gender:                  | Male   |      |
| Mobile:                  | 0822519024   |      |
| BB pin:                  | 65Y48FT9   |      |
| Email:                   | hotbody@gmail.com 🗙 hotbody?   |      |
| Pets:                    | 3 Dogs 🗙 so what?  |      |
| Medical:                 | Diabetic 🗙 No relevance  |      |
| 2008 to date:<br>Degree: | Univarsity of Cape Town, Cape Town X Spelling Erro<br>Bachalor of Business Science (B. Bus. Sci) | ISTT |
| Major:                   | Marketting   |      |
| WORK EXPERIE             | ENCE   |      |
| I did a large am         | nount of advertising work for company Cupid<br>and 2010. I left there because my boss sucked.    |      |
|                          | ry Sparrington (Manager)<br>16987541 No Bad mouthing allowe                                      | ed!  |

### Good Examples

### Gillian Jones

24 Beech Road, Blaby, Leicester LE8 7GX Mobile: 0776324716 E-mail: g.jones@leics.ac.uk

### Career Objective

Forward-thinking and confident media graduate with well-honed communication skills and proven ability to build relationships, seeking an entry-level position in public relations.

### Education

2008 - 2011 2:1 class BA Communications, Media and Society, University of Leicester

Relevant modules include: Advertising, Culture and Communication, Media Audiences, The Media in Britain, Media, Identity and the Popular, New Media and the Wired World, Analysing Communication Processes

2004 - 2008 Trinity Upper School, Nottingham **A Levels** - English (A), Sociology (A), Psychology (B) **GCSEs** - 11 GCSEs, grades A\* - C including English and Mathematics

### **Relevant Work Experience**

Summer 2010 Internship, Hopwood PR Agency, Leicester

 Tasked with writing press releases, speaking to journalists on the telephone, organising photo shoots.

- Managed agency's Facebook and Twitter accounts and posted content on the website blog.
- Supported Agency Deputy Director in a project on behalf of a national client to help produce publicity materials and initiate a social media campaign.
- Gained insight into what skills are needed to establish a successful PR career by talking to staff.

### 2009 - 2010 Features Writer, The Ripple, University of Leicester

- Conducted research for articles and wrote pieces to reflect some of the typical issues and concerns facing students at university.
- Carried out proof-reading and presented ideas to the editorial team for forthcoming editions.
- Required effective time management skills in order to meet tight deadlines.

### **Other Work Experience**

2010 - 2011 Bar Staff, The Watering Hole, Leicester

- Popular drinking venue within central city location, constantly interacting with customers during peak periods.
- Entrusted with responsibility of cashing up not long after starting employment, making sure that the tills balanced and takings were correct.
- Demonstrates capability to work in a fast-paced environment faced with competing demands.

### 2008 - 2010 Sales Adviser, K Shoes, Nottingham

- Worked as part of a team to help achieve set monthly targets which consistently delivered on, earning our team best sales team in regional area.
- Advised and assisted customers, recommended products and new stock, maintaining a friendly yet
  efficient service.
- Took charge of running of shop floor and supervising other junior sales assistants, delegating tasks when shop manager was redeployed to other stores.

### **Helen Shaw**

43 Black Lane, Brighton, East Sussex, BN23 4NJ. Telephone: (07700) 900999 Email: Helen.Shaw@aiimail.com

### PROFILE:

A highly motivated and enthusiastic graduate with a good knowledge of the alternative Indie and Rock scene. Excellent exposure to the dynamic music industry and the various methods labels use to promote music / bands / artists, including innovative new methods of promotion that reach a wide audience at minimal cost. Able to use own initiative and work as part of a team under pressure to meet challenging deadlines / objectives. First-class communication and organisational skills with the will and determination needed to succeed.

### MAJOR ACHIEVEMENTS:

- Successfully promoted the Warner Music label and its alternative Indie / Rock bands and artists at large and small venues in the South East and at major UK festivals, which included both V and the Reading Festival, plus the NME Tour.
- Publicised new bands / artists and headline acts, including The Streets, The Killers, Futureheads, Bloc Party and the Ordinary Boys.
- Earned promotion to Brighton Rep for Warner Music and Wild UK, managed tour cover, identified suitable venues for album launches based on the target audience, and distributed new releases to local bars / shops / cafes and obtained feedback.
- Reviewed gigs, albums and singles for the University of Sussex student newspaper and produced articles for Joyzine an online music website, which included both reviews and interviews.
- Shadowed a Warner Music Street Team Co-ordinator at the London HQ, and was
  responsible for recruiting members of the street teams to cover bands touring in the
  UK and produced detailed instructions on how to provide tour cover.

### EDUCATION / QUALIFICATIONS:

### BA (Hons) 2:1 in Geography, University of Sussex, Brighton, Oct 2006 - June 2009

 Studied a broad range of courses in the School of Social Sciences and Cultural Studies, alongside the major Human Geography courses. Developed an ability to undertake self-managed studies, planning and organising time effectively to meet deadlines. Learnt to promote own point of view in a range of different environments.

#### 4 A-Levels, St Vincent College, Gosport, Hants (all taken June 2005)

| <ul> <li>General Studies</li> </ul>    | [A]             | <ul> <li>Environmental Science</li> </ul>          | [B] |
|--|-----------------|--|-----|
| <ul> <li>Geography</li> </ul>          | [B]             | Biology  | [B] |
| 9 GCSEs, Brookfield Sch                | ool, Southampte | on, Hants (all taken June 2003)                    |     |
| <ul> <li>English Language</li> </ul>   | [A*]            | Physical Education                                 | [A* |
| <ul> <li>Double Science</li> </ul>     | [A, A]          | <ul> <li>Geography</li> </ul>                      | [A] |
| <ul> <li>German</li> </ul>             | [A]             | <ul> <li>Maths</li> </ul>                          | [B] |
| <ul> <li>English Literature</li> </ul> | [B]             | <ul> <li>Resistant Materials Technology</li> </ul> | [C] |

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### 11 111 11 Cisco Netwo **CISCO**

Good Examples

### LEO ROCKWALD

1 Main Street, New Cityland, CA 91010 | | C: (555) 322-7337 | example-email@example.com

#### SUMMARY

Goal-oriented Nutritionist and wellness professional focused on conducting detailed nutrition consultations and creating personalized meal plans to meet the needs of each client. High-achieving professional with advanced knowledge of human anatomy and physiology.

#### HIGHLIGHTS

- One-on-one consultations
- Healthy cuisine expert Advocate for organic foods
- Recipe development

Total wellness focus

- Gluten and dairy free diets
- Vegetarian health expert Exercise Screenings
- Meal planning
- EXPERIENCE

#### 09/2008 to Current Nutritionist

### Canyon Villa Spa - Phoenix, CA

- Instruct clients in proper meal preparations and diet therapies.
- · Educate clients about the long term health benefits of balanced diets and exercise programs
- Create new recipes based on local, organic, and sustainable food sources. · Promote low fat and low sodium diets to support client health.
- Design marketing materials to solicit new business.
- Work one-on-one with clients and in groups on nutrition improvements. Establish and maintain thorough nutritional records and information.

#### 03/2005 to 08/2008 Nutritionist

#### Red Desert Retreat - Phoenix, AZ

- Analyzed clients' eating habits and outlined areas for improvement.
- Developed goal plans with ideal life changes to support wellness.
- Built meal plans and gave specific recipe and shopping advice.
- Continually met with clients to assess progress and adjust plans.
- Held nutrition workshops to support client progress and introduce new



#### June 2007-present Senior Web Designer

- Friendlyleopard.com
- Was responsible for the CSS/HTML and the coordination of marketing materials for this social media site where people.
- 2006-present Freelance

April 2006 - June 2007

### Blue Duck Recruit (www.blueduckrecruit.com) Designed the identity, business card, website, and crafted the user experience.

· Evildag.com (www.evildag.com) Designed the identity, business card, website and developed the HTML/CSS.

- Photoshop Illustrator
- Integration Ruby on Rails
- Flex 3 PHP (Wordpress)

- SKILLS DESIGN Research, Synthesis, Prototyping and Evaluation Typography
  - SOFTWARE Flash | Photoshop Illustrator | InDesign
  - AfterEffects | Fireworks
  - HTML / CSS | ActionScript 3.0 Java | Familiarity with JavaScript and PHP

#### EXPERIENCE GOOGLE | YouTube User Experience Design Intern

MAY 2010 - AUGUST 2010 | SAN BRUNO, CA Worked closely with YouTube designers, engineers, and project managers to design new features for video content creators and curators in the upload and management experience.

#### CARNEGIE MELLON HCII | Interaction Designer

JANUARY 2010 - MAY 2010 | PITTSBURGH, PA Working with existing research and a group of students. designed a crowdsourced transit data system iPhone app for Pittsburgh buses called Tiramisu. Available in Apple App Store.

#### YAHOO! Visual Design Intern

MAY 2009 - AUGUST 2009 | SUNNYVALE, CA Created and modified visualizations for the Yahool Developer network products, including the Social APIs. Yahoo! Application Platform and Yahool Query Language workflows, as well as other design needs for the team.

#### TANK DESIGN | Design Intern

MAY 2008 - AUGUST 2008 | CAMBRIDGE, MA Worked on a variety of projects from user experience web design for eCommerce and eTravel applications to print advertisements. My web design mock-up was selected by International Paper for the new corporate website redesign. Other project clients worked with included Puma, Fedex, Girl Scouts, TAMCO, Mediaspectrum, and VentureOn.

#### FREELANCE DESIGN & PHOTOGRAPHY

MAY 2005 - PRESENT

Design websites and print materials for clients ranging from small online merchants to event planners. Photograph social and community events including weddings, town celebrations, and bar mitzvahs, as well as senior portraits, theatrical headshots, and sports events.

- ACTIVITIES Adobe Student Representative for Carnegie Mellon T.A. of Digital Imaging & Communication Design Fundamentals Student Advisory Committee | HCI & Design Departments School of Design Computer Lab | Computer Consultant Undergrad Research Organization | Designer American Institute of Graphic Arts | Student Member
- HONORS Phi Beta Kappa Society, initiated 2011 Graduated with College and University Honors, 2011 Carnegie Mellon Ihrig-Lawler Memorial Scholarship, 2011 Carnegie Mellon School of Design Merit Award, 2008 Carnegie Mellon Dean's List, 2008-2011 William W. Anderson Scholarship Recipient, 2007

- InDesign C55/HTML Flexbuilder
- Flash (Actionscript) Javascript (JQuery)

discuss their unusual pets. ~

### LOYMENT EMPL



MOLLY NIX

#### EDUCATION CARNEGIE MELLON UNIVERSITY

WWW.MOLLYNIX.COM

MOLLYNIX@GMAIL.COM

123 FAKE ADDRESS LANE

FAKETOWN, AB 12345

123.456.7890

Master of Human-Computer Interaction Expected Graduation: December 2011

BFA Communication Design with 2nd major Human-Computer Interaction Graduated May 2011 GPA 3.87 / 4.00

- Digital Photography
- PROGRAMMING



SKILLS

PROFESSIONAL

### Links:

6 second resume challenge https://resumegenius.com/6-second-resume-challenge Action Verbs http://career.opcd.wfu.edu/files/2011/05/Action-Verbs-for-Resumes.pdf LinkedIn http://www.linkedin.com Resume Basics https://www.netacadadvantage.com/resume-basics

Q&A



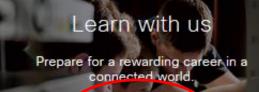
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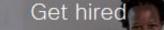
- Go to netacad.com
- Click Learn with Us
- karsulli@cisco.com



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About Us





Learn what you need to know to do the work you love.



Get Started