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Hidden Job Market

N Colangelo



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Hidden Job Market Duncan Mathison, Martha I. Finney, 2009-09-20 More than 70% of today's job opportunities come through the hidden job market; they're never advertised, assigned to search firms or internal recruiters or displayed at job fairs. What's more, as employers cut recruiting costs, the proportion of hidden job opportunities is actually growing. And since most jobseekers know practically nothing about it, those who do understand it have a powerful inside advantage. Now two career experts reveal the hidden job market and show how to use it to dramatically improve your chances of landing a job that fits your passions and skills perfectly. Duncan Mathison and best-selling author Martha Finney help you launch a custom personal job search that avoids competing with thousands of desperate laid-off job seekers. Learn how to use the hidden job market to leapfrog salary levels or even change professions. Uncover hidden market opportunities and your target employers' unspoken needs and wants. Tell your story in two minutes and make people want to know more. Get the interviews that count and run them like a pro. Network without sounding phony, lame or desperate. Reframe experiences, passions and hobbies as transferrable skills. Build a strategic support team of advisors. Identify a dead-ended job search and get it restarted. Negotiate compensation for hidden jobs. **The Canadian Hidden Job Market Directory**, 2006 *Hidden Job Market 1997*

Peterson's Guides, Inc., Peterson's, 1996-11-14 Over the past 25 years, even with corporate downsizing, the number of jobs in the U.S. has grown by almost 50 percent, with small businesses being the primary source of these new jobs. Peterson's Hidden Job Market helps job hunters with all kinds of expertise seek out opportunities in high-growth firms by pinpointing 2,000 companies that are growing at four times the national average. **The Hidden Job Market**, 1991 Secrets of the

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