TEKsystems®

Networking: *Best Practices & What Works*

- *Disclaimer: Please note that this presentation is our collective thoughts and experience, not the perspective of TEKsystems as an enterprise.*

The Data

- As much as 80% of new jobs are never listed publicly but are instead filled internally or through networking.

- Networking is the top job search strategy for 61% of professionals, making it more effective than online job boards or cold applications.

- Referred candidates are four times more likely to be hired, as employers tend to prioritize applicants recommended by trusted sources.

- According to a study of over 1,000 workers over a five-year period, 25% of employees who enrolled in a mentoring program experienced a salary-grade change, compared to only 5% of workers who did not participate in such a program.
    - Retention rates were also higher for both mentees (72%) and mentors (69%) compared to employees who did not participate in a mentoring program.

Networking: In Person
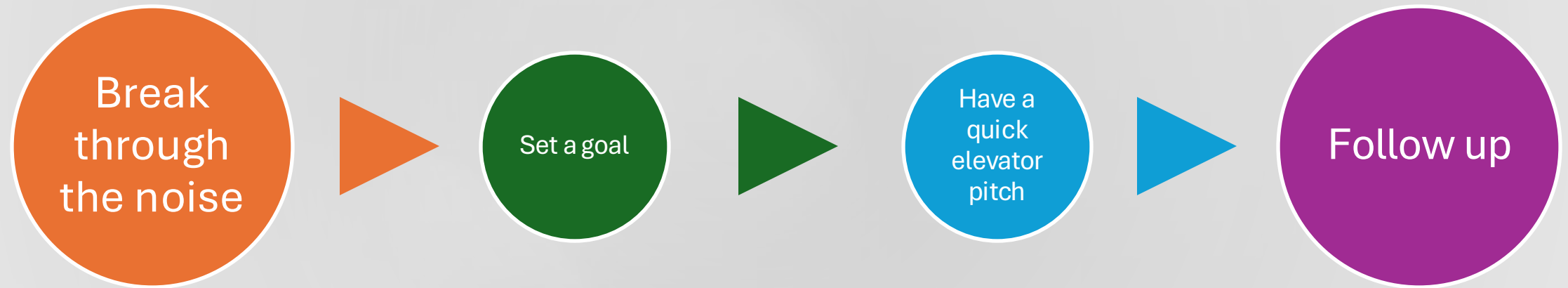
Networking: Virtual

- LinkedIn
  - Connections of Connections
    - Go through connections of yours and find others that could help.

  - Industries/Companies of Interest
    - Reach out to individuals at Companies/Industries and how they like it and interest.

  - How to reach out/Message
    - Specifics about the person NOT generic messages.
      - How do you know them
      - Name Drop
      - Common Interest
      - Reason for reaching out

Mentorship

- Mentor vs. Someone in your Network
- Benefits of a Mentor
  - Career trajectory advice
  - Skill development – certifications, projects, etc.
  - Goal setting and accountability
- Finding a Mentor
  - Clarify career aspirations
  - Leverage current network
  - Attend events and meet-ups
  - Utilize LinkedIn
  - Be curious and follow-up/establish cadence!

Mentorship Examples

Questions? Help Needed?

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