

# Fired, Displaced, Downsized, Restless - *How Can I Win My Next Job?*

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# Topics

- I. Background
- II. The Power to Begin
- III. The Old Ways Don't Work
- IV. A Blueprint for Success
- V. Closing the Deal
- VI. Summary & Next Steps

The background features a series of thick, curved lines that sweep across the frame from the top left towards the bottom right. The lines are primarily yellow and light green, with a gradient effect. A dark grey, semi-transparent rectangular box is positioned in the lower-left quadrant, containing the text 'Part I: Background' in white. The overall composition is dynamic and modern.

# Part I: Background

# We're I've been...



1984

1989

1996

2004

Today

Graduated from  
Drexel

Joined Sun  
Microsystems

Employed @ SAP  
America

Founded World Sales  
Solutions, LLC

Shared Internal  
Services and #1  
Dedicated SAP Jam  
Services Partner

## A great journey

**Drexel Volunteer / Alumni Board of Governors / CAN DU / ...**

# World Sales Solutions, LLC Accomplishments

Expertise: Pipeline | Revenues | Growth | Community | Collaboration | Learning | Innovation

## ■ 10+ Years – SAP Preferred Supplier

- ❖ President started as an employee at SAP ('96-98) with a focus on business development services

## ■ PartnerEdge Service Partner –

- ❖ Recognized as one of the top Jam partners (North America / Global)
- ❖ Business Expertise (Process / Understanding) in C4C, CRM, HCM, Learning, Ariba GTM as well as all SAP Industries, Products, Services, Solutions

## ■ Customer Successes

- ❖ Trading & Building Product Management Academy), Fortune 500 Consumer Products (University), Fortune 500 Wholesaler, Fortune 500 Life Sciences, sand many others

## ■ SAP Shared Services Includes...

- ❖ Strategic Customer Program (top 300 SAP accounts), SAP Americas Jam Hub, Ariba GTM, SAP Innovation Services, SAP Services – LoB for the Cloud, Mobile GTM, Platform Solutions Group as well as SCN Developer Center and Solution Extension Partners

## ■ Additional...

- ❖ Built the first of it's kind, WSS ROI Calculator for SAP Jam ([www.wssroi.com](http://www.wssroi.com))
- ❖ Major contributor of the global Jam customer adoption team
- ❖ SAP Jam spokesperson with press and analysts (leading influencer / blogger)



# Considerations...

- 100% Commission
- Jobs are like Consulting Projects
  - We need them!:-)
- Work with Fortune / Global 1000 / Medium Sized Organizations in all industries and all lines of business

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# Part II: The Power to Begin

Is it motivation to stay “as is”...?





# What's on your mind?

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What do I do next?

- The economy could be better!
- I'm too old, young, over or under experienced!
- It's been a while since I looked for a job...what do I do...?
- I feel anxiety, fear, pressure, apprehension, rejection, and other obstacles...



What do I do now?

Write down your job or career plans...



an **idea** is just a  
DREAM until you  
write it down...  
THEN it's a  
**goal.**



# Referrals | Leverage Success Stories

Connect with your network to open new doors!

Extend your reach



Pay Attention to the Strategy...

Understand the strategies that makes your next employer successful!

# Vision | Strategy | Purpose



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# Part III: The Old Ways Don't Work

## THE PROBLEM

# The Old Methods of the Job Search Are Less Effective



A traditional job search of going to HR, Posting on Monster.com (or other Job boards), and calling various contacts is a very hard way to go!

How employers find candidates and hire has changed!

Start

A



PRINT



WEB



DIGITAL POSTS



BLOGS /  
ARTICLES



THOUGHT  
LEADERSHIP



SOCIAL



HR /  
RECRUITERS



ASSESSMENTS



TV



WORD OF  
MOUTH



HR /  
RECRUITERS



PAST NETWORKS



SOCIAL



JOB BOARDS



NEW NETWORKS



ASSESSMENTS



COMMUNITIES



HR /  
RECRUITERS



PAST NETWORKS



REFERRALS



HR /  
RECRUITERS



PAST NETWORKS



NEW NETWORKS



SOCIAL



HR /  
RECRUITERS



BLOGS /  
ARTICLES



SOCIAL

CLOSE  
THE  
DEAL

B

WHY? BECAUSE  
EACH EMPLOYER  
SCRIPTS THEIR OWN JOURNEY





Why? Because each employer formulates there own criteria. When making a hiring decision. Many jobs are never posted.



**Every job or career search has it's own pattern.**

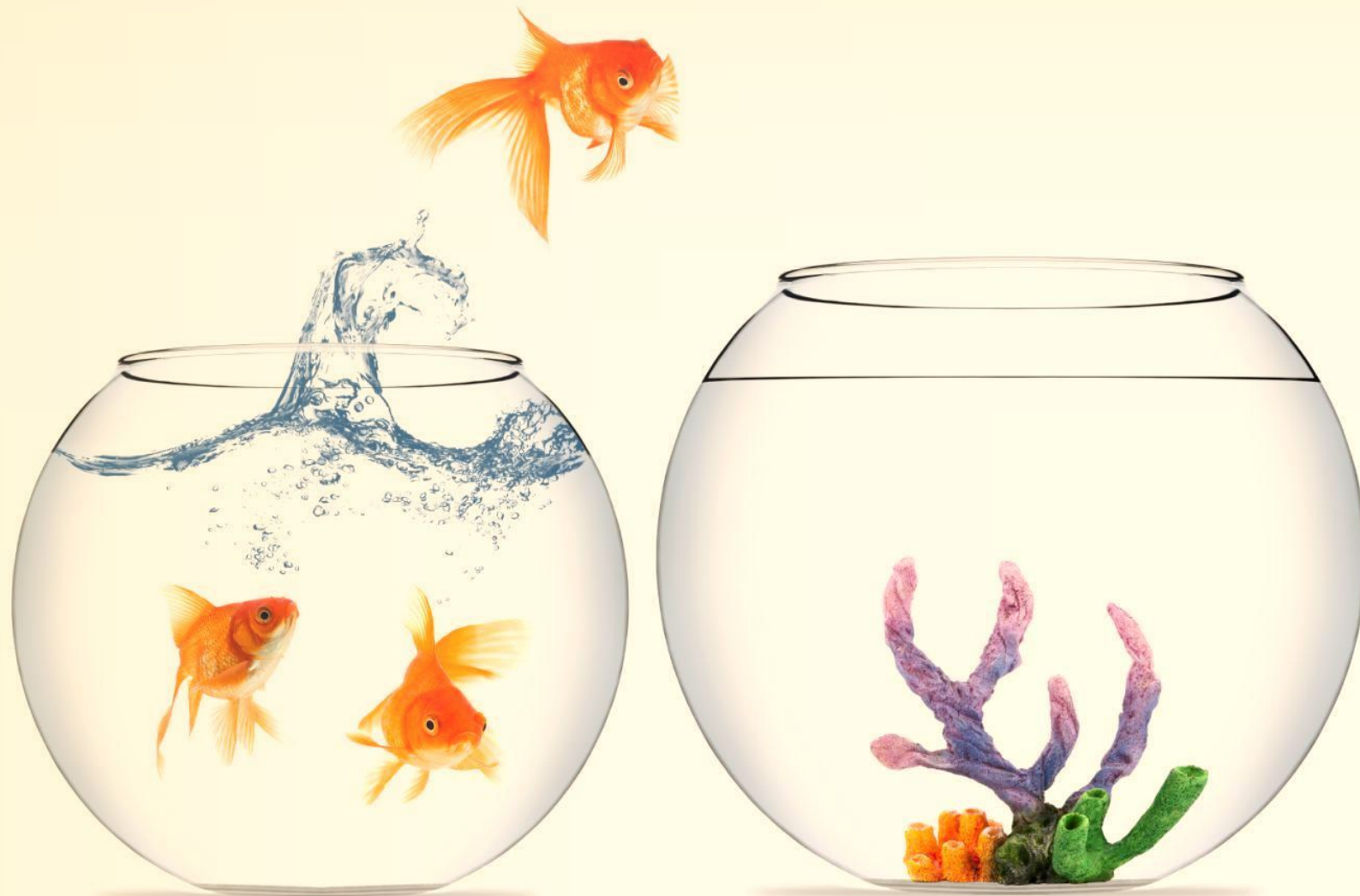
Every engagement is a moment of truth. One step forward. Are you ready?



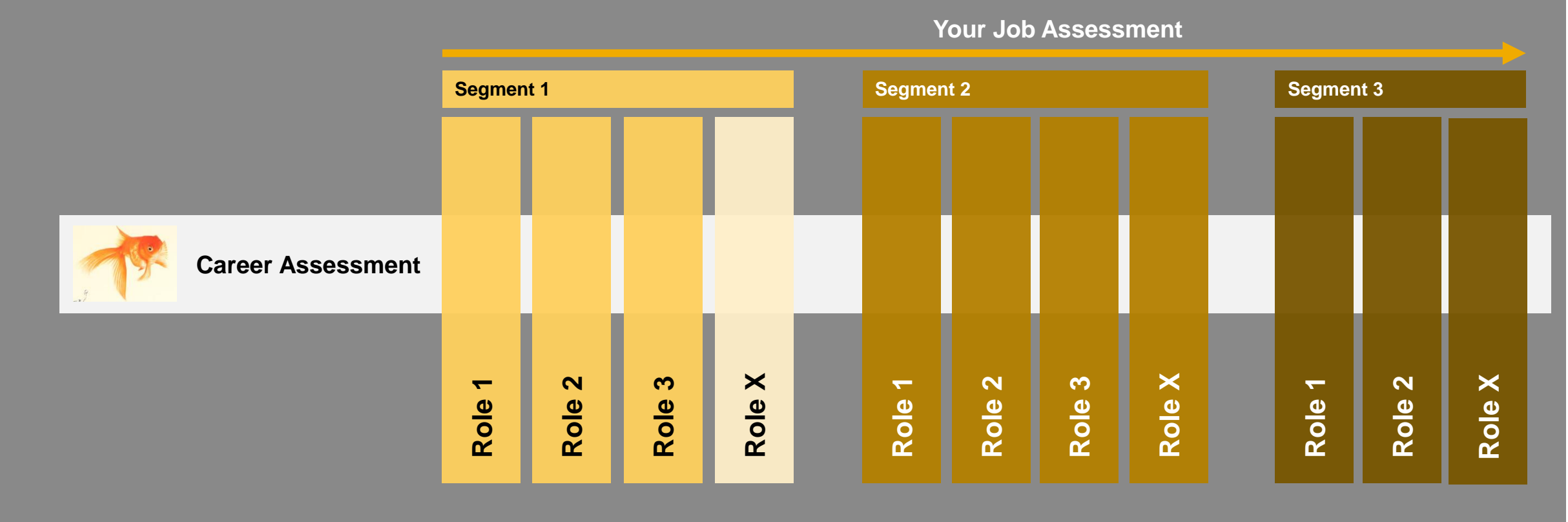
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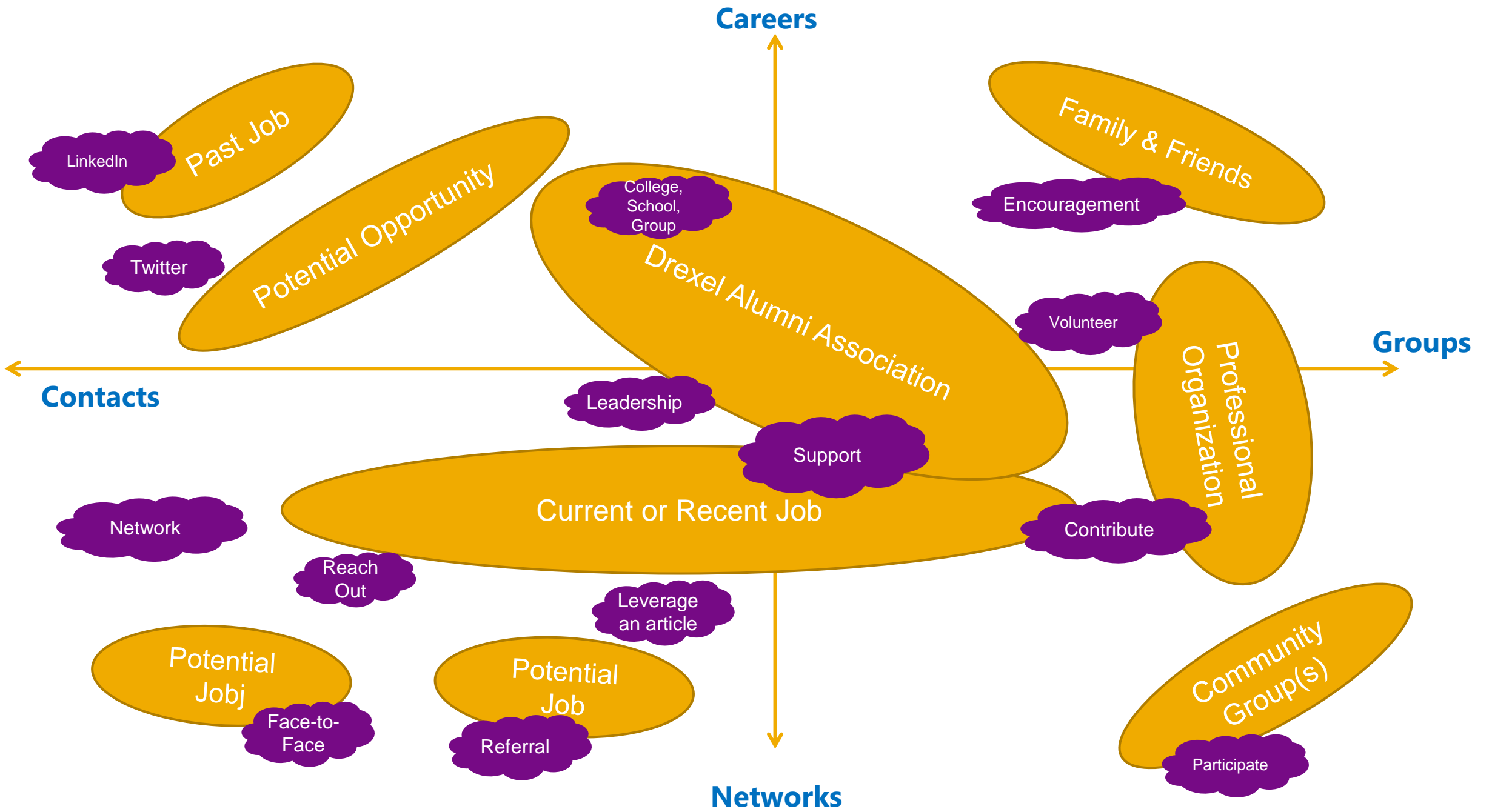
# Part IV – The Blue Print for Success

Trust is the currency...



# Assessing Your Options





**Careers**

Family & Friends  
Encouragement

**Groups**

Professional Organization  
Volunteer  
Contribute

Community Group(s)  
Participate

**Networks**

Potential Job  
Referral

Current or Recent Job  
Support  
Leadership

Potential Opportunity  
Twitter

Potential Job  
Face-to-Face

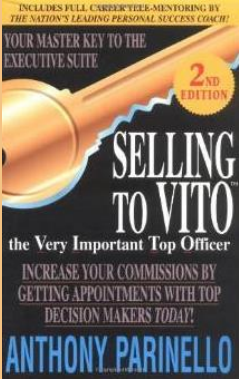
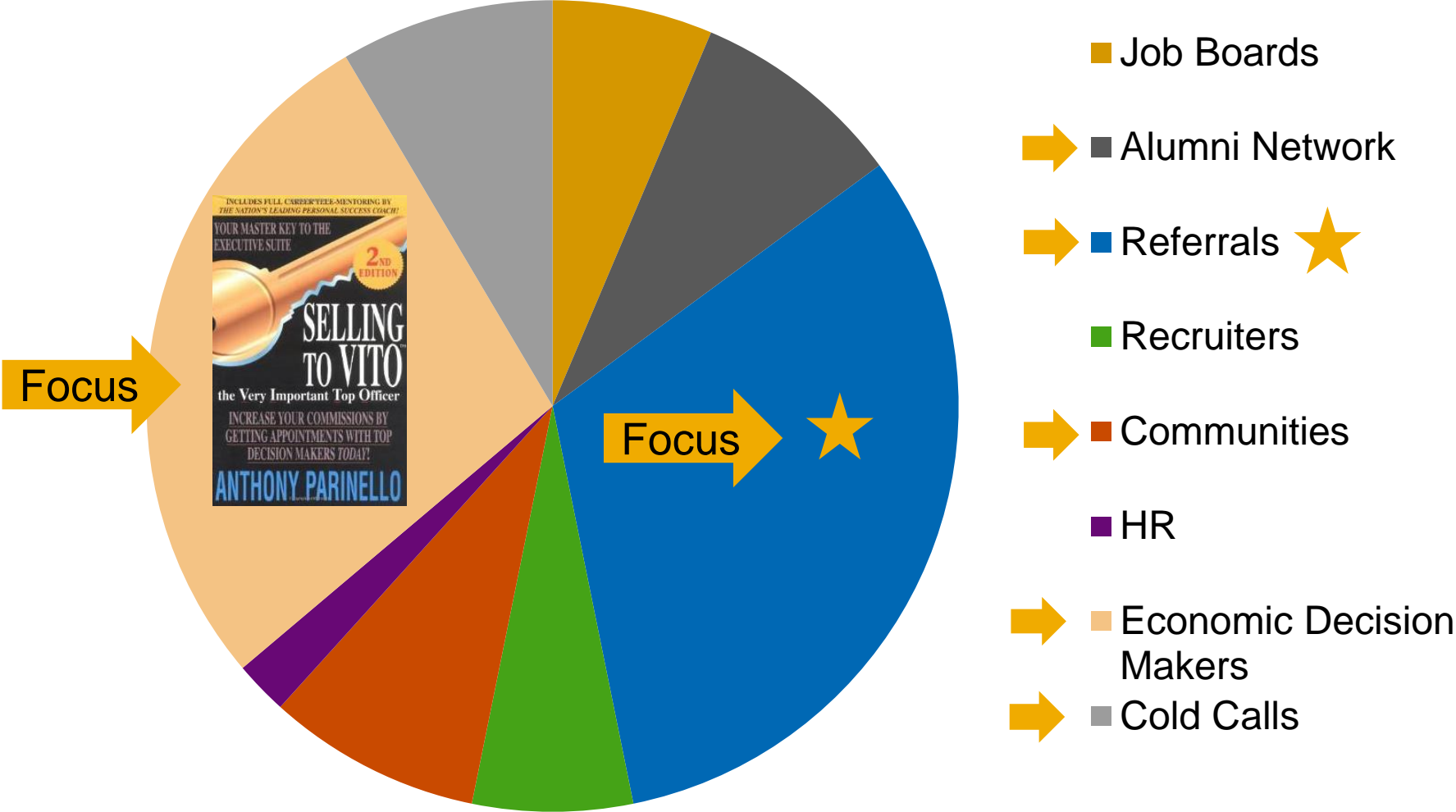
Past Job  
LinkedIn

**Contacts**

Network

College, School, Group

# Job Outreach – Plan / Track / Quantify



# Science & Innovation – 10 Ways to Find a Job

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**1. Network**

**2. Follow Trends**

**3. Target Economic Decision Makers**

**4. Plan (.xls)**

**5. Time Utilization**

**6. Social Media**

**7. Alumni Association**

**8. Volunteer**

**9. Persist**

**10. Accountability**

A quality resume and tailored e-mails / outreach is a given. What can you do to innovate? Blog, Thought Leadership, Identify articles, leadership, etc.



# Job Interview Preparation – A Winning Formula!

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## 1. Research, Research, Research

- Do you know the company's products or solutions?
- Who are their customers?
- What do you know about their CEO and executive leaders?
- What news or press coverage has taken place recently?
- What is the company's financial outlook in the marketplace?

## 2. Job Description

- Have you thoroughly read the job description prior to the interview?
- How can you connect your skills, education, and work experience to the job?

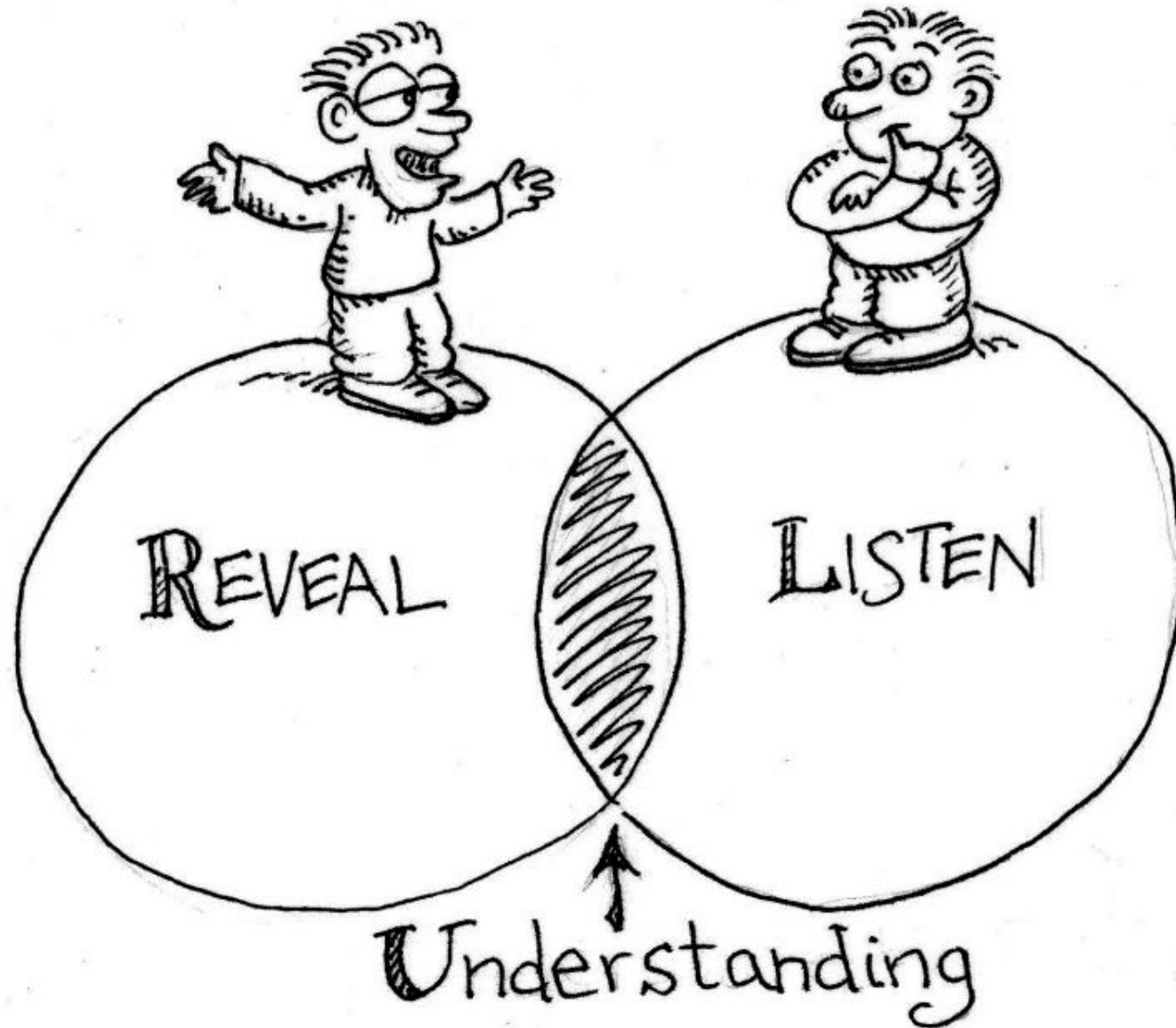
## 3. Prepare Questions

- Your questions should reflect your research on the company and the position; they should show thoughts and interests versus obvious points that are very basic on the website or company brochure

## 4. Follow-up

- Thank you notes should be sent within 24 to 48 hours after the interview to everyone who interviewed you
- Use the thank you note to summarize your strengths and genuine interest in the position

# Informational Meetings





Get on the field of play....

Lean in. Be a player.  
Make connections.

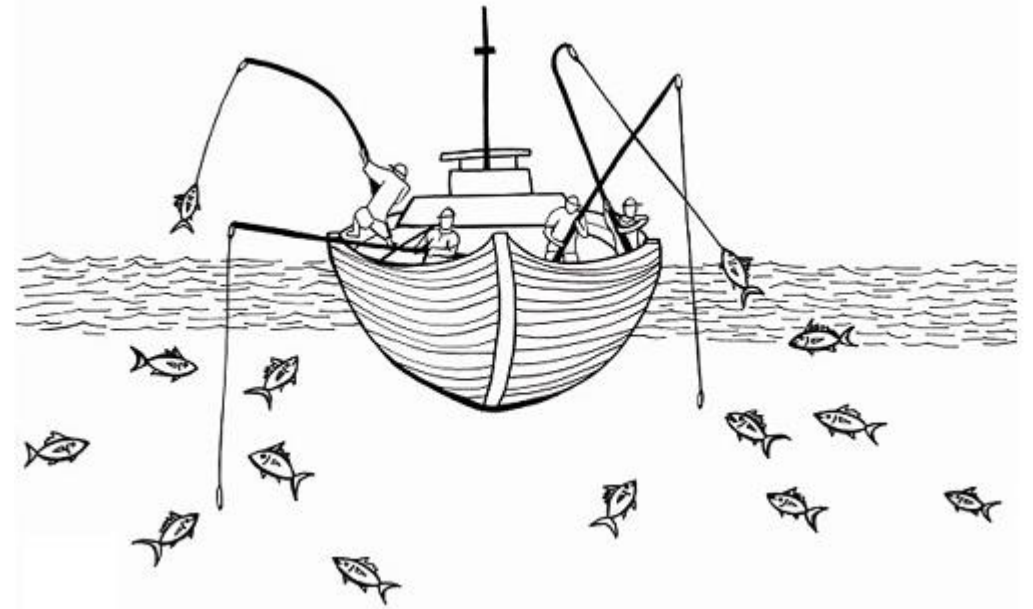
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# Part IV – Closing the Deal

# Always Remember Your...



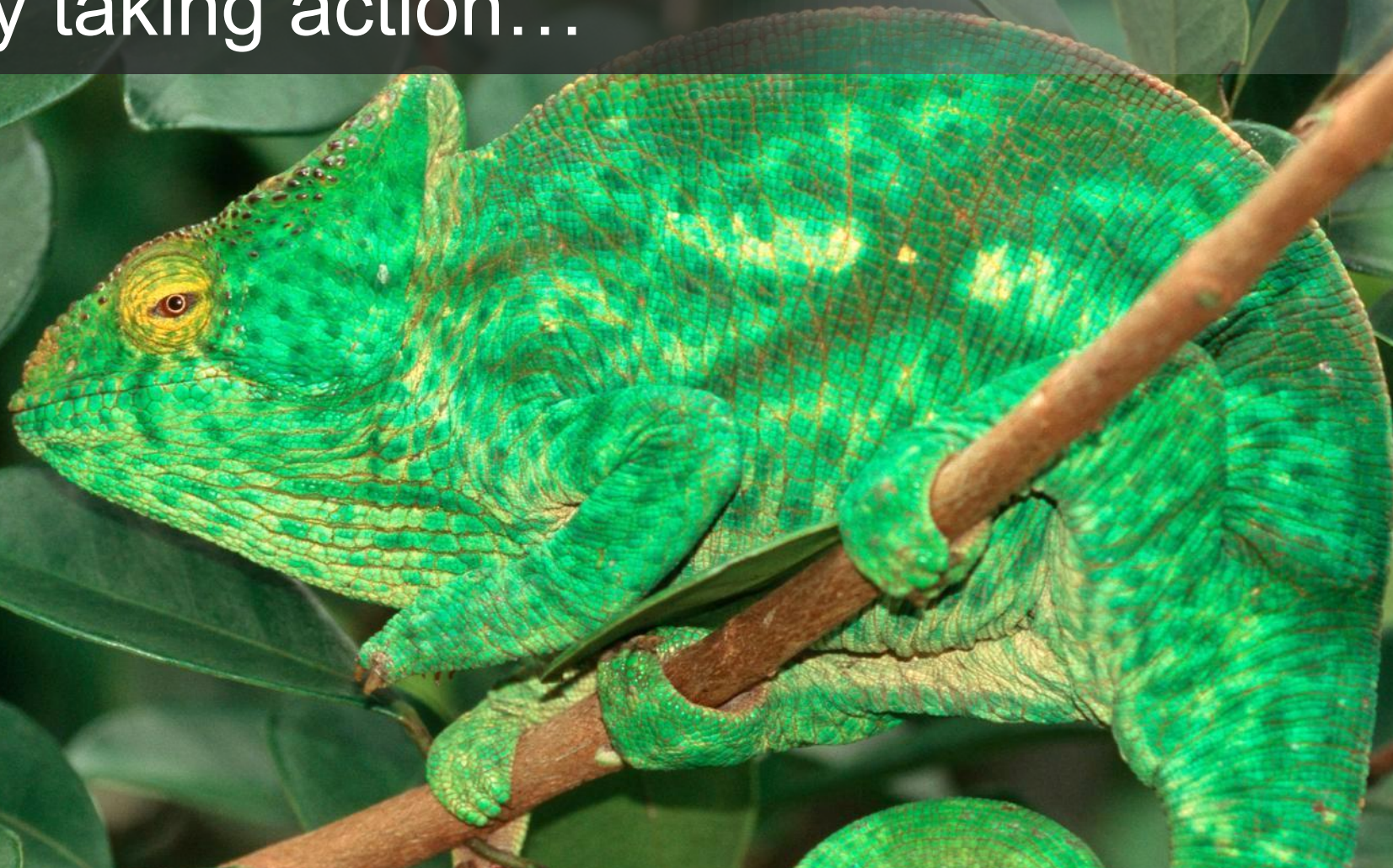
1. Focus on your value, skills, work experience
2. Don't be needy. Feel like you have many opportunities. Play the numbers game!
3. Ask for the opportunity
4. Give it your best shot every step of the process
5. Win it or move onto the next one!





It's O.K. to Adjust Your Plans...

Lead by taking action...



...don't wait for action to come to you!



This...**is**  
Transformation



# Summary & Next Steps

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## 1. **Take action. Write down your plan. Map your future!**

- Set daily, weekly, monthly goals. Track progress!
- Understand your work goals
- Make sure your resume and social (i.e. LinkedIn) is impeccable and that your outreach is tailored

## 2. **Consider your dream job. What would make you love your job?**

- Adopt new ways to envision your career
- Schedule informational meetings

## 3. **Leverage resources such as the Steinbright Career Development Center. *...Become more active in the Drexel Alumni Association and other groups!***

## 4. **Have a trusted friend / advisor / mentor / coach / peer during the process**

- If you have a set back identify what happened and push forward!

## 5. **Recognize there are an “abundance” of opportunities!**

# Steinbright Career Development Center

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**Drexel alumni are welcome to use the Steinbright Career Development Center as a resource anytime they would like (all services/resources are free for a lifetime)!**

**An overview of our services can be found here:**

**<http://www.drexel.edu/scdc/career-services/exploring/>**

**Alumni may also find certain links and resources located on this page useful:**

**<http://www.drexel.edu/scdc/professional-pointers/job-search/>**

***“Alumni are also welcome to attend any events we are hosting. The most popular tend to be our career fairs that take place in early October and April each year. We also host an engineering career fair in late February. We will be announcing the dates in the next several weeks.”***



Thank You!

Rich Blumberg

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