

Pay Me... I'll get you a Job !

An Article by www.salesmatinee.com



My First Article for this New Year 2017!

**Dedicated to all Fresher's from average ranking colleges who are
looking for Job after Final Year...**

www.salesmatinee.com

Online Market for Sales Skill Development ...
Free Forever !

By : Ravi Singh

Hi Everyone,

Greetings! Hope you all are doing well.

Many times, most of us might have received calls from some consultancies, recruitment firms claiming to give a job by just filling an online Job Application & paying a nominal charge. And within a month you will be having your dream job in your hand.



Let's go a bit deep into this subject. What's really going on behind the scene?

If someone asks me – Should I pay to get a Job?

My answer in one word will be – NEVER!

Simple reason is – Anyone in this world is paid, to do a job.

Let's begin to explore the authentication to our answer through simple Questions.

www.salematinee.com

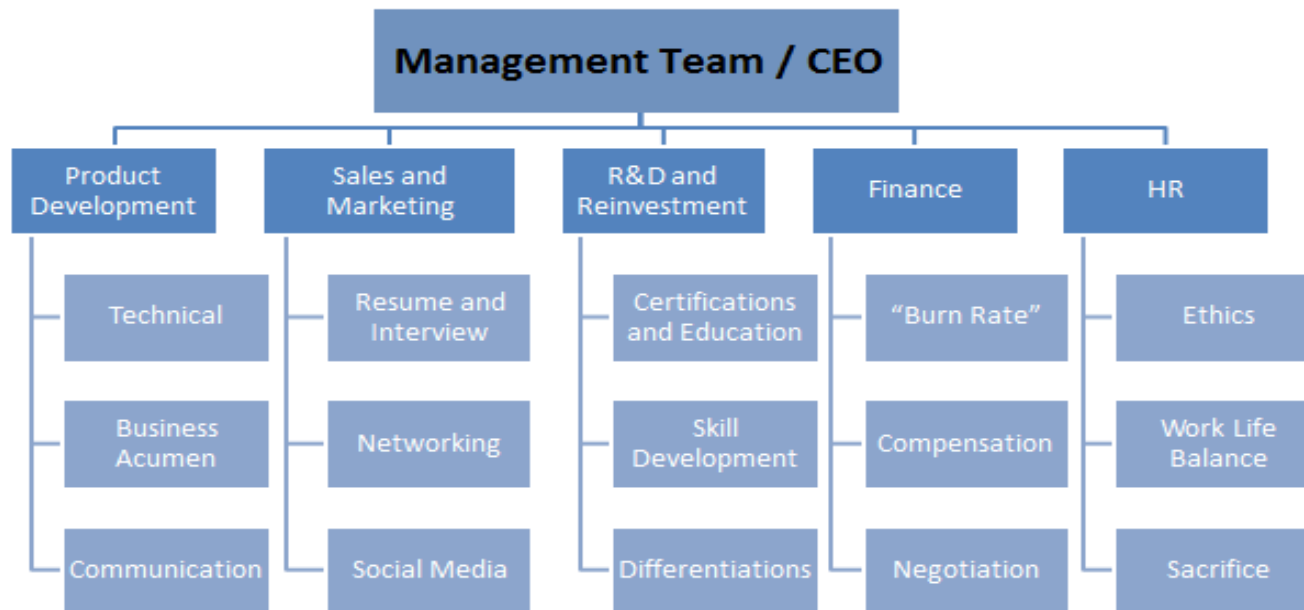
Online Market for Sales Skill Development ...

Free Forever !

By : Ravi Singh

1. Why someone hires me for a Job?

If anyone starts a Company, he/she need man power to support him/her. It's impossible for an individual to run an Organization. Following are the Departments which every company (Micro, Medium or Large) has to maintain:



For each department there are Hierarchy of positions – right from trainee to VP level - and everyone need to report someone, overhead him. Executives at every position have a role to play, bigger the position – bigger is the responsibility. This is why there will be a job requirement on each level.

2. Then why there are paid services for getting a Job?

It's not the company who ask you to pay for a job.

Let's understand it with an example of an MNC company name X and they are into Software Development. Now company X will be having around 50 Clients with whom they do the business. And the turnover of such organizations will be in Billion Dollars. They only need a suitable professional for a suitable post and salary bracket for that particular post will be fixed as per the company standards. So a reputed company will never ask a single penny from the candidate.



But with such companies, many consultancies/recruitment firms will be associated, who provide Man Power to them and take their commission for fulfilling a suitable opening. With a single giant MNC may be around 100+ internal recruitment employees with more than 500 recruitment firms will be associated and then also there will be a shortage of a suitable professional for a suitable position. There are many consultancies that are genuine and are very professional. They never ask money from candidates, because they do business with corporate for fulfilling their requirements. But few are there who exploit the unfortunate candidates who are already in problem. And candidates pay them in hope of getting a good job. These types of organizations never last for a long time in the market.

Second kind of paid services are offered by some well-known Job Portals where you upload your resume.

3. Should I go with such well-known Job Portals' paid services to get a Job?

Let's first understand the business model of these online job portals. As a candidate you are free to upload your resume on their website. Like this they get millions of resume in their database. Now they implement some algorithms to shortlist few resumes with the help of keywords which looks into your resume for a match. These Algorithm Based Portals are vended to different companies to fulfill their Human resource requirements. And size of such deals may be in the range of few Million dollars to few Billion Dollars in some cases.



Now every company has its predefined criteria for an opening. Let us suppose they ask for – 70 % throughout your academic without any career gap. Now even if you have a paid service or you are a diamond in a coal mine, for that opening your profile will be rejected in the first screening round itself, if don't fulfill the criteria.

So making a decision to go with paid services of well-known portals is purely personal decision. They simply move your profile to the top list in the search engine. Now it'll be company decision to shortlist a particular profile as per their predefined criteria and best match for the opening.

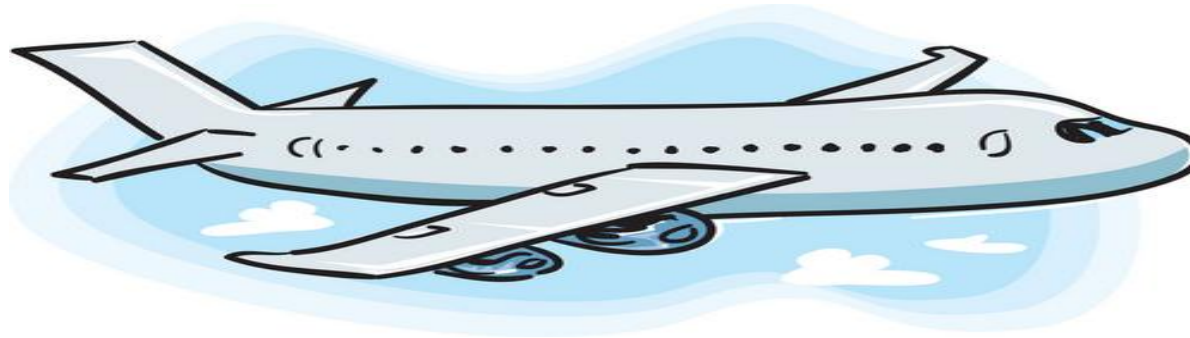
4. How to know that the call for a job opportunity is genuine?

The moment anyone asks money to get you a job, beware at that time itself. Don't simply waste your (or your parents') money in experimenting. Fake agencies will always catch you by making striking promises like –

- You have an excellent profile and you deserve 6 digit monthly salary in starting itself & with a bungalow and a company car. If you are already in a job, then they say – Don't you think that you are under paid!



- Are you planning to settle abroad? There are plenty of requirements for candidates like you. Just pay our processing fee and we will send you the flight ticket immediately.





For such calls give a simple and straight reply – I think you are very much confident on my qualifications and work skills. So there will be 100 % guarantee of getting the job once I pay you the nominal processing charge. They will definitely tell you – YES. Then tell them – Do one thing, I will pay you 100 times more than your processing charge, but once I get my first salary from your offered job. And then they will never call back. What's the problem with these fake agencies – A candidate is ready to pay them 100 times more, but they want only processing fee. And more strange is that, they are already more confident than you for getting you your dream job.

5. What is the best way of getting a Job?

There is no shortcut for this. If your academic records are good then chances of getting a good job are high. If you don't have, then be prepared for rectifying your past mistakes. First break is very important, and that decides your career growth. Know yourself, start questioning yourself – But don't waste your time saying that – I will work only when I get a good salary, I will work only when I get a technical job, I will work only when I get a developer profile. Once the gap arises in your career after passing out, companies fail to find curiosity in your profile.



Take below Initiatives Immediately...

Always Remember : Try is Better than Cry !

- a. Update your profile everyday on every online job portal; this will increase the visibility when companies search for a requirement.
- b. Use right keywords in your profile – e.g. if looking for sales opportunity use – sales & marketing, presales, account management, B2B Sales, Order handling, Negotiation, Presentation skills, Microsoft Office, Hunting, Client acquisition, Business Development, Seminar, Conference customer support, Team player, Management skills, Sales Engineer, Sales Manager etc.
- c. If you have a career gap, then never hesitate from starting with a small organization. Because MNCs don't consider fresher's with career gap, but with experience you will get a warm welcome.



www.salestatinee.com

Online Market for Sales Skill Development ...

Free Forever !

By : Ravi Singh

- d. There are thousands of small organizations who need professionals for different profile but they will not be able to reach you because they don't have online portal access (due to high cost). But you have the access to approach them through phone or direct walk-in. There are many small organizations that work very professionally and respect a good candidate approaching them.
- e. Any MNC has a 100 + employees in their recruitment team who are solely dedicated for hunting human resource and to support them there are thousands of consultancies working for them. How is it possible that they will never come across your online profile?

Never forget – Whom you are seeking, is already seeking you !



- f. Always be ready to improve yourself. There is no limit for improvement, every day you can find something new to learn and upgrade your skills. This will make you more confident and more eligible for your next assignment.



- g. Work on your communication skills. IT industry or any reputed organizations are very sensitive and they closely observe your behavior. Talking rudely or answering aggressively to your senior or colleague, never reveals your confidence or guts. It simply reflects your stupidity and poor communication skill.

Always remember

If your conversation converts to an argument, then you are never deliberated as a good communicator.



www.salesmatinee.com

Online Market for Sales Skill Development ...

Free Forever !

By : Ravi Singh

- h. If you are already in a job, then also you need to mend yourself for taking more responsibilities and becoming more valuable resource for your current/ future organization.
- i. Respect your Job, and be innovative & Creative in your field. Innovation & Creativity has nothing to do with your job profile.

Creativity is a state of mind to be explored by you and only you



- j. Never bother what others comment on you during your tough time (on your failures, on your salary or on your job profile). Otherwise most of your energy will be wasted in answering their babble, and you will not be able to concentrate on your objective.
- k. And one more thing - Never compare yourself with your relatives' / neighbors' son/daughter. It's because as per them, their kids have become CEOs, Directors, VPs within 1 year of their first job and now planning to launch their own company in abroad. But in reality you will have to struggle for decades without any surety.

**I accept all terms
and conditions.**

www.salesmatinee.com

Online Market for Sales Skill Development ...

Free Forever !

By : Ravi Singh

“Let your work & achievements mesmerize others, and you just
simply pursue your Goal & Ambitions in pure silence”

Hope it was a good read. I sincerely apologize for any inaccuracy in the content.

Wish you all a very successful Professional career and always take care of yourself and your Family!



www.salematinee.com

Online Market for Sales Skill Development ...
Free Forever ! By : Ravi Singh