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5 Key Traits All Job Seekers Need to Win the Interview

WELLESLEY, Ma; ARLINGTON, Va; HARTFORD, Ct; STAMFORD, Ct.

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They probably aren't written in the job description or the posting that you apply for. But these traits may be the most important ones a job seeker can possess.

It's easy to list the usual traits that prospective employers are looking for: reliability, consistency, a sense of initiative, the ability to exceed expectations, flexibility, the ability to prioritize, team player, problem solver, self-awareness, proactivity, communication skills, multi-tasking, integrity, etc.

These traits are extremely important. But they are not going to "win" the interview for you.

You need to think beyond the usual and focus on making yourself stand out from the rest of the reliable, proactive, self-aware, multi-tasking crowd.

"Networking will be the way you find your next opportunity," notes John Decker, Executive Vice President of MDL Partners (www.mdlpartners.com). "You need a clear focus and must be enthusiastic about that focus. Enthusiasm sells!"

Likeability is also a key factor. It's all about the chemistry between you and the person you are networking with and/or the potential employer. They have to be able to see you as someone they can work with on a daily basis, or someone they would recommend to friends and colleagues.

Establish credibility early on. "Your job is to be an expert on yourself and your resume. Always be able to substantiate your claims with specific examples," explains Decker.

Transferability is extremely important. Take past achievements and translate those experiences into future applications to show that you can solve problems for the prospective employer.

Insightfulness is crucial. Listen: what are they really saying? What do they need that you are an expert in?

The 5 key traits that all job seekers need to win the interview? Enthusiasm, likeability, credibility, transferability and insightfulness.

These are the traits you will need to successfully Network as well. MDL Partners works with you to help you stand out from the crowd, and with clients to achieve their career goals and to broaden and deepen their network. There are plenty of times in your career that you will use MDL Partner's services – and once you are a client, you are a client throughout your entire career. MDL Partners works with clients on their immediate needs today, with an eye towards the future.

About MDL Partners:

In the career consulting industry MDL Partners is unique because we utilize our extensive network of over 5,000 clients as a primary resource. At MDL Partners we work with mid and senior level executives, entrepreneurs and professionals who are looking for a better environment, a new job, a career change or career advancement. When you become a client of MDL Partners you immediately gain access to a worldwide network of senior level executives and professionals. This extensive network is a true differentiator between MDL Partners and other career services options. And our career services are yours to use in the future as your needs and the market change. MDL Partners has offices in Connecticut, Massachusetts and Virginia.

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