



Interview Prep

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SIZE UP YOUR INTERVIEWER

WHAT TO SAY TO THE CHARACTER/GENIUS

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INTERVIEW Skills

SALARY Negotiation

INTERVIEW Conclusion

INTERVIEW Follow up

PRACTICE

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SIZE UP YOUR INTERVIEWER WHAT TO SAY TO THE CHARACTER/GENIUS



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Melbourne, Australia

Financial Services



Profusion Group



Raia Global



Monash University

289 connections



Consultant

Profusion Group

March 2019 – Present • 5 months
Melbourne, Australia

Profusion Group is Australia's largest specialist executive search, permanent, temporary and contract recruitment and human capital consulting firm for the Banking and Financial Services sector.



Sales Associate

Raia Global

July 2013 – January 2016 • 2 years 7 months
Dubai, United Arab Emirates

Education



Monash University

Bachelors of Business , International Business
2016 – 2018



JESS, Dubai

International Baccalaureate
2013 – 2015

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INTERVIEW Skills



- You are a **Dynamo** personality
- Means you can talk about details
- You get your flow from details and the truth
- You are specific
- You can build a relationship with focusing on details
- You are a reading and listening learner

INTERVIEW Skills



- **Call – Keep Calm**
- **Firm handshake (if in person) and smile**
- **Focus on work details that you had done. Interviewer would be interested in that. Memorise the details from your resume & LinkedIn Profile**

INTERVIEW Skills



- **Key is to build trust and details of work that you have done that would interest him.**
- **Smiling helps but not too much.**
- **They'd start with an intro from you**
 - ✓ **Just talk out your resume**
 - ✓ **Use keywords like KPIs, software's you have used**

INTERVIEW Skills



- **Not sure how to ‘Wing it’???**
- **No Worries – Just memorise the points from your resume.**

INTERVIEW Skills



- They will then turn over to an Intro about the company and the POSITION
- Pay attention, try to write notes to show interest (on your notepad)
 - ✓ More details of the daily work schedule
 - ✓ Who will you be working with
 - ✓ Ask what kind of software's they use
 - ✓ What level of work placement will you be involved in
 - ✓ What training will be carried out

SALARY Negotiation



- **\$65K – \$75K (target is \$70k/yr) per but please correct me if I am wrong as this is only from the Seek ad details and also based on my search on PayScale but I would be interested to hear what you would offer.**

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INTERVIEW Conclusion



- Always ask them how long will they get back to you on the position (eg. If they say in a week, ask them by Friday or Monday).
- This is to show how serious you are on not wasting their time and yours and how interested you are in working with them

INTERVIEW Conclusion



- Firm handshake and smile.
- Send/mail a Thank you Note
- NO EMAILS

INTERVIEW Follow up



- ALWAYS UPDATE Your gmail account with notes
- You can place notes on how your interview went
- Give them a call after a week to touch base.
- Questions to ask
 - Have they made a decision
 - If not you, ask why so that you could use that to improve on your next interview
 - If they chose you, also ask why just as a professional reference to know