

HOW TO FIND A JOB IN THE UK



BY KOCHEVA DIANA

FOUNDER OF LONDON TECH COMMUNITY
FOR

 **OPORA**

AGENDA FOR TODAY:

1. Intro
2. More about London Tech Community
3. Basic rules of finding yourself
4. CV adaptation
5. What is networking?
6. Networking Starter Pack
7. QA Session



WHO IS DIANA KOICHEVA?

- Ukrainian;
- 10+ in Business Development;
- Founder of London Tech Community;
- Never had a CV in my career;
- Studied and worked in 7 countries;
- Passionate Art Collector.



FIRST WEEK IN LONDON (APRIL 2022)





MORE THAN JUST A COMMUNITY . . .

At London Tech Community, we build a movement
of people resilience



London Tech Materials

Gallery view List Board +

Filter Sort 🔍 ↕️ ⋮

New ▾

Materials ⋮

Free Data Analytics Course

education

IBM 3

education

Designers lifehacks 4

education

Driving License in the UK 4

Women Programs in IT

education

Fundraising in UK 1

education

Cultural Map UK 1

education

AI for Business 11

education

Websites for Job Hunting

Business in UK 1

education

Education in UK

education

🚗 UK-UA-UK Transportation

transportation

Interview Preparation 4

education

Tech Education in UK 1

education

Bootcamps offering scholarships/free spots 5

education

💅 Beauty services database

beauty

How you can Support Community?

about

Who are we?

about

Community Rules

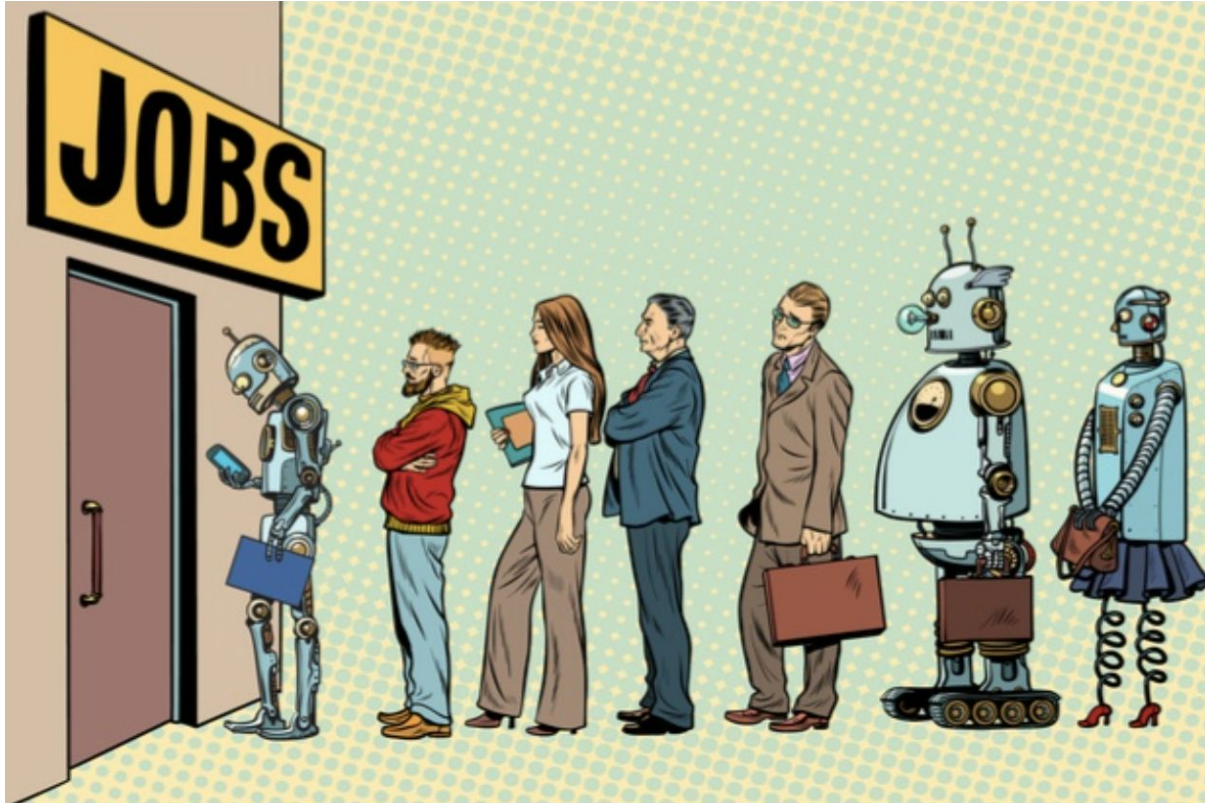
rules

📅 Events calendar

calendar



WHAT DO YOU REALLY WANT TO DO?



FIND YOUR SUPERPOWER



CHECK YOUR CV

MY RESUME IN A NUTSHELL

I is kind.

I is smart.

I is important.



PACK YOUR PAST EXPERIENCE RIGHT

- use **key words** from the Job description

<https://www.resumeworded.com/>

<https://www.jobalytics.co/>

Cover letter is a **MUST** if you PIVOT

How ever can my
brilliance be captured
in a one-page resume?



EXAMPLES:

<https://www.dayjob.com/>

Harry Johnson

Contact info: The Big Peg, 120 Vyse Street, Birmingham B18 6NF, England
T: 0044 123 456 7890 - E: info@dayjob.com

PERSONAL SUMMARY

An engaging Sales Assistant who has a reputation for quickly and accurately answering customer questions about products or services both in the store or online. Harry is obsessed with keeping his store tidy and clean by maintaining its condition through high visual merchandising standards. He has an in depth understanding of sales principles and customer service practices. Committed to ensuring anyone who enters the store receive an outstanding customer experience, that will have them coming back for more. A real team player who finds it easy to work with people from all backgrounds.

AREAS OF EXPERTISE

- Customer service
- Placing orders
- Finding goods
- Answering questions
- Processing cash
- Refund requests
- Serving customers
- Product inventory
- Promotional displays

WORK EXPERIENCE

EMPLOYERS NAME - SALES ASSISTANT - location Date from - Date to
Responsible for greeting customers who enter the store in a polite way, asking them what they are looking for and then helping the find what they want. Working different shifts with hours that vary dramatically from one week to the next. Mentoring the work of junior staff members.

- Handling all product returns and payment refund requests in a professional manner.
- Arranging products on the shelves and on promotional displays in an attractive way.
- Sentence describing your work duties, keep it relevant to the position you are applying for.

EMPLOYERS NAME - SALES ASSISTANT - Location Date from - Date to

KEY SKILLS

Professional

- Can work effectively in a busy retail environment where there are lots of things going on.
- Ensuring high levels of customer satisfaction through consistently excellent sales service.
- Highly energetic and able to move around or remain standing for long periods of time.

EDUCATION

School/College/University name - Dates i.e. 2003 - 2006 - Subject(s) and grades
School/College/University name - Dates i.e. 2003 - 2006 - Subject(s) and grades
School/College/University name - Dates i.e. 2003 - 2006 - Subject(s) and grades

REFERENCES

Available on request

WEBSITES FOR JOB HUNTING:

Otta.com

<http://uk.indeed.com/>

<http://totaljobs.com/>

<http://reed.co.uk/>

<https://www.glassdoor.com/>

<http://monster.co.uk/>

<http://gov.uk/find-a-job/>

<http://linkedin.com/>

<https://www.efinancialcareers.co.uk/> for Fintech jobs

BOOTCAMPS OFFERING SCHOLARSHIPS/FREE SPOTS

<https://www.trainyo.com/> for Sales roles

Founders and Coders

<https://www.foundersandcoders.com/tech-for-better>

Brainstation <https://brainstation.io/scholarships>

<https://www.lewagon.com/london/> for Software Roles

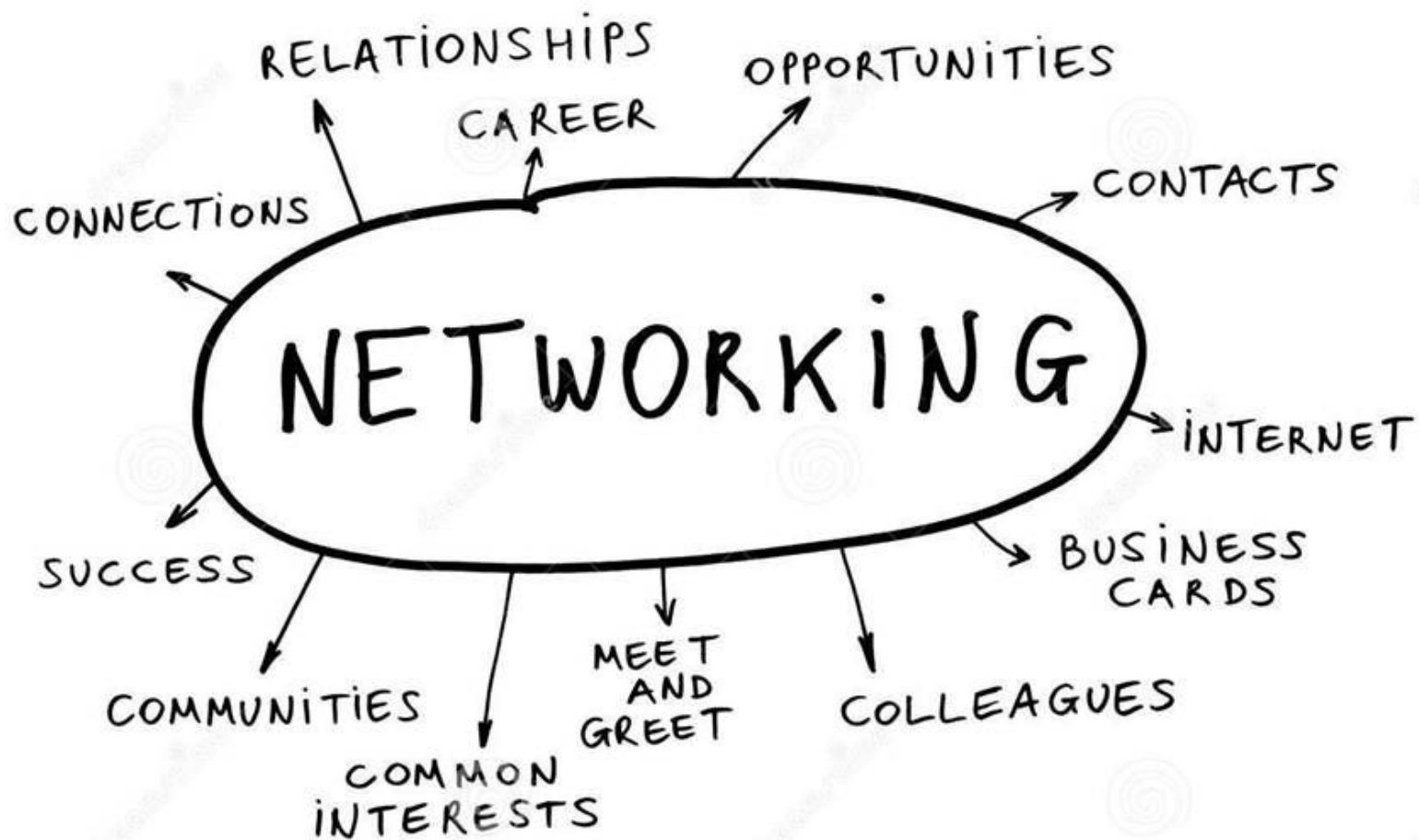
<https://codeclan.com/> for Scotland

<https://northcoders.com/>

INTERNAL REFERRALS IS A MUST




HOW TO ASK FOR A
REFERRAL
FOR A JOB?



THE BENEFITS OF BUSINESS NETWORKING:

- Increasing access to job opportunities
- Increasing visibility
- Business growth
- Creating a support system
- Effective recruiting
- Expanding your knowledge
- Building your confidence



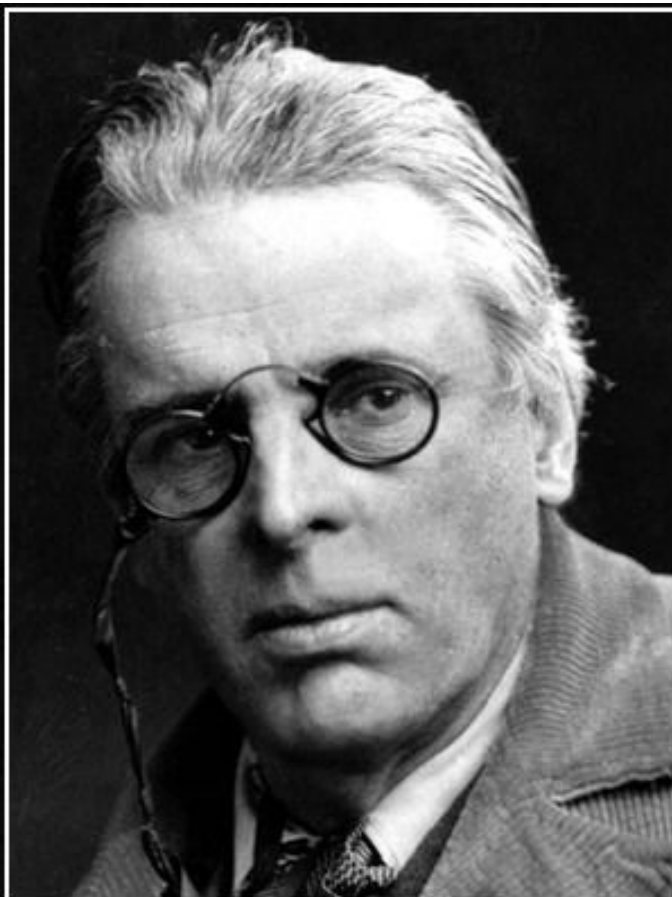
**YOUR NETWORK WILL DECIDE
YOUR NET WORTH**

BUILD RELATIONSHIPS

- People are choosing People

IT'S ALL ABOUT
RELATIONSHIPS





There are no strangers here; Only
friends you haven't yet met.

— *William Butler Yeats* —

AZ QUOTES

BE GENUINE



START SMALL

- Reach out to people you know
- Small talks are **important**

Some ideas to go deeper:

- “What have you read recently that changed your perspective?”
- “What’s the most interesting project you’re working on?”
- “What do you think about X idea?”

TABOO:

Never ask people about

- finances (wage or salary)
- politics
- religion
- death
- appearance
- age



GIVE BEFORE TAKE



BRING PEOPLE TOGETHER



WHERE TO GO?

- Meetup www.meetup.com
- Eventbrite www.eventbrite.com
- Local communities
- Facebook Events
- LinkedIn Events
- Local Chambers of Commerce
- Professional Associations and Organizations
- University and College Events
- Industry-specific Websites and Forums
- Hobbies



LIFEHACK:

- Volunteering
- Smaller-better

- **What do you care about?** There's a conference for that!
- **Who would you love to meet?** Go to the events they recommend.

UPDATE YOUR LINKEDIN

- **Social Selling Score**

<https://business.linkedin.com/sales-solutions/social-selling/the-social-selling-index-ssi>

- Resume worded www.resumeworded.com

Online resume and LinkedIn grader instantly scores your resume and LinkedIn profile and gives you detailed feedback on how to get more opportunities and interviews.

FOLLOW UP AND MAINTAIN

- personalized message on LinkedIn
- congratulations on big events
- remember what is important



PODCASTS:

Blockchain Insider

<https://podcasts.apple.com/ua/podcast/blockchain-insider-podcast-by-11-fs/id1256418941>

The Tony Robbins Podcast

<https://podcasts.apple.com/us/podcast/the-tony-robbins-podcast/id1098413063>

The Dish on Health IT

<https://podcasts.apple.com/ua/podcast/the-dish-on-health-it/id1507452183>



TED Talks Daily

<https://podcasts.apple.com/us/podcast/ted-talks-daily/id160904630>

Fintech Insider

<https://podcasts.apple.com/us/podcast/fintech-insider-podcast-by-11-fs/id1134439359>



BOOKS:

The Culture Map: Breaking Through the Invisible Boundaries of Global Business

Erin Meyer

Never Eat Alone

Keith Ferrazzi

Girl, Stop Apologizing

Rachel Hollis

StrengthsFinder 2.0: From Gallup

Tom Rath



THANK YOU!

@KOCHEVADI

[HTTPS://WWW.LINKEDIN.COM/IN/KOCHEVADIANA/](https://www.linkedin.com/in/kochevadiana/)

KOCHEVADIANA@GMAIL.COM