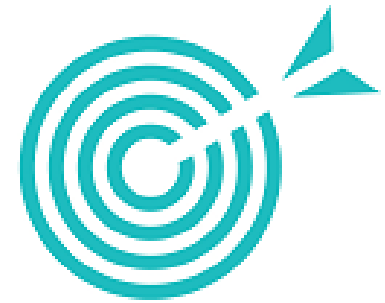


# How To Be Headhunted

Identifying and connecting with Headhunters to help you find a new role and improve your on-going career prospects.



christina campbell  
career consultants

# How to be Headhunted

- How to identify and connect with recruiters and executive search firms
- How to interact on an on-going basis
- Information about Christina Campbell Career Consultants



# How to be Headhunted

- Prior to any contact with headhunters update your CV and LinkedIn profile
- Make sure you have a compelling story/proposition
- Prepare the groundwork prior to any communication
- Don't panic if you have lost your job/things have gone badly for you
- Preparation is key



# How to be Headhunted

- How to categorise headhunters
- Think of the headhunters in various groups prior to contact
- The SHREK firms
- Boutique firms in the larger markets – can be functionally (eg CFO) or industry (eg pharma) based
- Small local firms - perhaps geographically oriented
- One man bands – in major markets such as London
- Firms specialising in private equity



christina campbell  
career consultants

# How to be Headhunted

- How to identify and connect with headhunters
- Prepare your list and be organised
- Keep in touch over the years with headhunters
- Use your own network and LinkedIn to find new contacts and potentially help from Christina Campbell career consultants
- Connect via email/use personal introductions and contacts
- Meet with headhunters to discuss your goals/success/expectations



# How to be Headhunted

- How to interact on an ongoing basis
- Keep a spreadsheet
- Follow individuals and firms
- Topics of interest and news from the marketplace
- Methods to succeed





# How to be Headhunted

Christina Campbell Career Consultants

# How to be Headhunted

- Christina Campbell Career Consultants
- 20 years of experience of search including Spencer Stuart
- 10 years of experience of career management/careers advice
- Expert on working with headhunters

