

# How to negotiate to get your dream job

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There are always a few opportunities in your business life that cause a tidal wave of changes in how your future works out for you. Certainly, which college you chose to attend and what career path you choose plays a big role. The one business skill that tops them all is your choice of organisation for whom you decide to work. Make the right choice and it could lead to a life of fulfilment and/or prosperity. Make the wrong choice and you will wallow in despair for decades to come.



Finding a good job may sometimes turn out to be hectic if you do not use effective strategies. There are many people who often lose hope after applying for several jobs without any progress. But how do you overcome this challenge? How do you find a job that you have a passion for?

## **Negotiation, negotiation, negotiation!**

In this digital era, negotiation is a must. You need to negotiate with your employer to see if they can raise the salary or pay you an amount that you feel is worth working for. Research shows that 85% of people who negotiate, walk away with something.

Another important reason why you should negotiate is that companies always offer their lowest rates to new employees. If the employee accepts the offer, then they call it a win. Each and every HR knows that offering your strongest offer may not be good for business in the long run. Why? Because employees are the largest expense for companies. Hence, employers often

lead with a weaker offer hoping that you will accept it without complaining. That explains why it is always a win for the company when the HR manages to hire an employee below market value.

## **Identify and nurture your Talent**

It will be easier to connect your talent and your dream job once you have a clear indication of what your purpose and talent is. On the other hand, you can take your time and focus on your life, your ambitions and what drives you to go to work daily.

This way, you will start getting a clear picture of what your purpose is. You can improve your fulfilment and motivation in the process of trying to connect your talent and your job. Just take your time to understand yourself and eventually you will be able to connect your career objectives with your purpose and talent.

## **Be proactive**

It is advisable that you consider being

proactive after submitting your job application. Let them know you are eager and willing to contribute to the company's success. Hence, you can consider sending their executives an email or calling their HR. Recruiters will easily notice you from the crowd only if you are proactive. They are looking for candidates with outstanding skills and the ones that can fit as team players. However, you should be careful not to be a nuisance to your employers. Avoid overdoing it. Just be proactive and stay in your lane.

Embrace practices that will prove to your employer that you are worth hiring and that you outshine the rest. This way, you will prove to your recruiters that you are a credible candidate. Consider making your first impression very powerful. Even if you don't land the job, you will have opened the door for other opportunities.

## **Know when to slow down**

Often times, we do things the hard way

instead of being smart. Just like they say – work smart and not hard. The same applies to job hunting. You should not stress yourself so much and put all your attention on finding a new job. Take your time, look back and appreciate the things you have achieved and the challenges you have overcome along the way.

Use social media and other available platforms that can help enhance your job search process. You may be surprised to find out that recruiters are out looking for candidates that are good in whatever they do and they are not willing to leave their job. So there is no need to strain yourself while your prospective employers are out hunting for candidates who don't even think of applying for a new job.

Sign up on leading social media sites such as LinkedIn, Facebook, and Twitter and focus on building your profile. You never know – your dream job could come knocking for you.



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