How to Prepare a Resume

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What is a Resume?

- A concise document typically not longer than one page.
- The goal is to make yourself standout.
- The intended reader will not dwell on your document very long.
- It should be adapted to every position you apply for.
- Doesn't have to cover your whole career.
- Highly customizable.

What is a Curriculum Vitae?

- Means "course of life" in Latin.
- An in-depth document that is two or more pages.
- High level about your achievements.
- A Summary of your educational and academic backgrounds as well as teaching and research experience, publications, awards, honors, affiliations and other details
- Organized chronically. It provides an overview of your full working career.

So What's the Difference?

- Length, purpose and layout.
- The CV is intended to be a full record of your career history.
- The resume is a brief, targeted list of skills and achievements.
- CV Long, covers entire career, static.
- Resume Short, no particular format rule, highly customizable.

Creating a Great Resume

- A fantastic resume should be a marketing document that entices the reader to want to meet the candidate.
- It should tell a compelling story that invites others to further inquiry.
- The resume must be concise; capture attention on the first page, the critical factor is to ensure the readers interest is piqued within the first 1/2 of the page.

Resume

- The purpose of a resume is to catch someone's eye.
- Relevant and compelling get you in the door.
- Resumes are not read They are scanned, scored and sorted.

4 Tricks to Get Noticed

- State the problems you have solved.
- Explain who you have helped.
- Say what difference you made.
- Show how your experience prepared you.

Before Writing Your Resume

- Make a list of 10-15 (or more) mutual good-fit employers to target.
- Do research. What makes you uniquely qualified to help them meet current challenges.
- Find relevant key words and phrases.
- Use this information to create content for personal brand messaging.
- This will resonate with employers.

Creating a Great Resume

- The resume is to help you get an interview. Consider it the 40,000 foot view of what you can do.
- Treat every word on your resume like expensive New York city real estate. Square footage is at a premium; so make every word count.



"Everything on your resume was lie.

I like that. Welcome to sales!"

Getting Started

- Tailor your resume to the specific position you are applying for.
- Study the company's website.
- Find repeated words, phrases, taglines and hints about their philosophical approaches.
- Mirror the language!
- Review sample resumes to get ideas for wording, layout and current trends.

A Good Resume is About Your Future, Not Your Past.

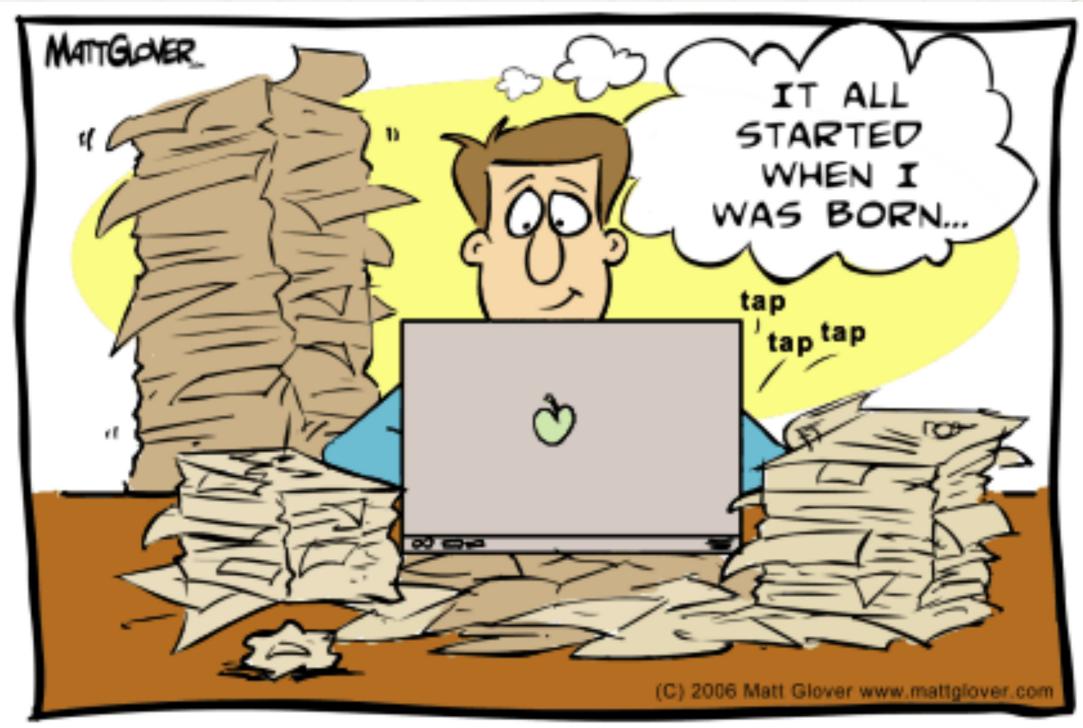
- Before you even start writing your resume, you need to plan what kind of work you want to do next that's your future.
- On your resume, only include items that support your profile.
- The result is a resume that works like a marketing piece for your future.

A Good Resume is About Your Future, Not Your Past

- Your top profile section is about where you want to go.
- Your Professional Experience section is about where you have been. It is granular proof of what you can do based on your past success.
- Since your resume talks about your work history, you might assume its about your past.
- The secret to getting a new and exciting job is to write your resume as a marketing piece about your future – not a dry bio about your past.

Resume Length

- If you have limited job experience, your resume should only be one page.
- With some new graduates there may be a lot of relevant internship, summer-job, extracurricular involvement and leadership.
- A resume should not exceed two pages. Yet, text should fill at least a third to a half of the following page.



Resume not Autobiography

Using Key Words

- Companies use databases that can search 1,000's of resumes in seconds.
- List core competencies, keywords or buzzwords for your job function/industry on the resume to please recruiters and assist resume-parsing software.
- The strongest words on your resume are almost always nouns, not verbs. They are looking for skills, certifications, degrees, job titles, names of products, services, processes etc.

Using Key Words Cont.

- More than 90% of resumes are searched for job-specific key words.
- Use this link for hundreds of key words:
 www.resume-help.org/resume_action_words.htm
- Ensure your resume is formatted properly for the Applicant Tracking Systems (ATS) that employers utilize. Use a program such as preptel (www.preptel.com).

Create a Profile

- Get rid of objectives and summaries.
- Replace fluffy statements with a profile, which should be like a 30-second "elevator pitch".
- This is where you explain who you are and what you are looking for.
- In 3-5 sentences, explain what you're great at, most interested in and how you can provide value to a prospective employer.

Create a Profile Cont.

- Break up text with bullet points. Use odd numbers. No more than seven bullet points. White space draws the reader's eyes to important points.
- Include a profile statement. This is a great way to show a hiring manager, at a glance, why you are qualified for the job.
- Always tailor your profile to fit the specific job opening for which you are applying.

Key Points

- Include your name, email, phone, and linkedin.
- Education should be listed at the top for recent graduates.
- List information in order of importance.
- Keep your resume in a format with industry norms.
- Utilize accomplishments that best describe the skills you are selling to the employer.

Key Points Cont.

- Include months and years on your resume for any positions you were at for less than two years. More than two years in a position only the years are needed.
- Include all awards and accolades. Use action verbs consistently. See appendix.
- Add a summary of skills

Social Media

- Some candidates send LinkedIn profiles in lieu of resumes.
 To many, they are better than resumes because they give extra pieces of information.
- This information often gives the Hiring Manager insight into the candidates personality.
- Twitter can be an excellent resource for your job search, introducing you to new people, organizations, ideas and of course, jobs.

Social Media Cont.

- Unvarnished takes LinkedIn recommendations to another level by making the reviewer anonymous and therefore more candid.
- Sites like oDesk and eLance are the future of resumes and how companies hire. When you hire someone on those sites, you don't see things like what University they attended, you see past jobs and employer ratings.
- This simple reputation score is much more reliable, fair and it is harder to fudge than any resume.

Online Reputation

- When searching for a job it is critical to be aware of your digital footprint the information connected with your name online.
- Companies and recruiters routinely check search engine results to learn more about potential employees.
- 90% of recruiters say they conduct online research of potential candidates. (Execunet).

Online Reputation Cont.

- Up to 70% of employers who have used LinkedIn say they have chosen not to hire a person based on what they have found out about them online.
- Job seekers should be thinking as much about their online persona as their interview attire.
- Tips Check your online identity, Limit negative content, and leave no room for confusion.



Resume Facts

- It takes recruiters an average of six seconds before making the initial 'fit or no fit decision'
- Be concise, structured and specific
- Be sure that the resume is on a level that any High School Senior could understand.
- 80% of your resume is about your performance and 20% is about your personality.
- The baseline is that you have earned your degree, created value and some sort of leadership beyond self.

What Should Never Be Included on Your Resume

- Don't exaggerate or use "fluff". Never pad your resume. Avoid fuzzy words and phrases.
- Typos or misspellings. Don't trust spell check. Have a friend review or college review it.
- Don't include negative information.
- Your picture or other images.



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"Valedictorian of your mother's pre-natal class, Captain of the Preschool Napping Team, Dodge Ball Medal of Courage recipient... you sure know how to pad a résumé!"

What Should Never Be Included on Your Resume

- Crazy fonts and colors.
- Don't share personal information the employer wouldn't be interested in.
- Don't include job specifics that won't relate to the position you are applying for.
- Don't use resume formats that are not in synch with the position or industry you are applying for.

What Should Never Be Included on Your Resume Cont.

- Don't include personal pronouns in a resume (I, My, Me).
- Don't make your resume difficult to scan or read quickly.
 Leave enough space for indentations and white space between bullets sections, jobs etc.
- Don't use buzz words that will be difficult for the reader to understand. Industry specific jargons are ok.
- Don't include dense blocks of text.



Recruiting Woman has a bad day...

What Should Never Be Included on a Resume Cont.

- Don't include personal information (age, marital status, gender, religion etc).
- Don't include references or state "References available upon request". It is clear that you will provide references as needed.
- Don't enclose your resume in a report cover or bulky package.
- Don't include school transcripts or letters of recommendation unless they are asked for.

How To Prepare

- Leverage your most recent experience as much as possible to sell your qualifications.
- Prepare it in a simple word format that can be easily viewed on most computers. Yet, make it unique rather than using templates.
- Avoid the fancy layout, font and other special effects. Pick a font of at least 10 point, in black and on plain white paper.
- Use a reverse chronological order. List your present or most recent job and then work backwards.

How To Prepare Cont.

- State the name of the company you work for or have worked for, what they do, how long you were there-month and year. Then list the position you held and your accomplishments. Full sentences are not necessary. Ex. Managed company purchasing etc.
- Emphasize your transferrable skills. This is important if you don't have much experience or seek to change careers.

Accomplishments VS Duties

- Duties state **what** you did while accomplishments state how **well** you did. Duties certainly let a hiring manager know the scope of your role. Yet, accomplishments go a step further. They illustrate you ability to complete potential work.
- Accomplishments should be formatted a result-and-then-cause.
- Minimize descriptions of job duties and maximize descriptions of accomplishments. Sell it, don't tell it.
- Keep track of your accomplishments on a regular basis.
 They paint a vivid picture of your impact at each job you have held.

Accomplishments VS Duties Cont.

- How you phrase your accomplishments and which ones you emphasize will depend on the job for which you are applying.
- Quantify your accomplishments. Numbers tell. Be quantitative. Use numbers, statistics, percentages. They gain attention, especially when in bold. Ex. Increased profit by 28%. Came under budget by 30%
- Stories sell your accomplishments, consider brief statements that could prompt questions in the interview that would enable you to tell success stories.
- Stories are particularly effective when they distract from or counter any biases the hiring manager could have towards certain applicants.

Recent Graduates

- Post your Education at the top of your resume.
- List a high GPA (3.5+) and relevant course work, school projects and internships. Unpaid experience still counts.
- List internships, volunteer experience, summer jobs, parttime jobs, campus jobs, temporary work etc. when relevant to your job target.
- Show some personality. Resumes don't have to be dull. "No project is too big or too complex".

Use Testimonials

- It is becoming more common for resumes to include a testimonial. Create a profile at the top of your resume to prove your value proposition to the hiring authority.
- Here's a quote from a professor that appeared on a resume. "Karen exhibits extraordinary organizational and leadership skills. She is a driven, creative young woman with desire and discipline who differentiates herself from other students".

Use Testimonials Cont.

- Another new graduate resume contained this recommendation "Aaron is simply one of the best research assistants I have ever had. He was bright, innovative, completely dependable and always professional. I would recommend him for any position requiring these qualities".
- These quotes say more than the students ever could have explained themselves. There is no bragging on the students' part since their recommenders are doing it for them.

Format Wisely

- Browse resume samples
- Look at good resume templates
- Read good formatting tips
- Use logical formatting and wide margins.
- Clean type and clear headings.
- Selectively apply bold and italic typeface.
- Use bullets to call attention to important points.

Format Wisely Cont.

- White space is important.
- Don't leave empty fields.
- Use spell check. Have a human edit your resume.
- Be consistent with your style.

Appendix



John Jobseeker

123 Elm Street • Anytown, ST 00000 123-456-7890 • john_jobseeker@email.com

Profile

Highly motivated new graduate with a Bachelor of Science in Applied Ecology. Excellent foundation and learning ground as Student Researcher in areas of field investigation, laboratory study, and report preparation. Strong biology and physical science background. Good verbal and written communication skills. Excellent laboratory skills.

Professional Experience

Student Researcher

Dept. of Biology, University of Anystate at Anytown

01/02 - Present

08/97 - Present

- Researched source of fecal contamination in Anytown, State
- · Prepared work plans and completed preliminary and technical reports
- Performed sample set-up, processing and analysis: Collected samples in field and compiled data for enumeration of indicator organisms using biological medium plates
- Developed antibiotic resistant profile in laboratory setting

Clerk

XYZ Health Food, Anytown, ST

Responsibilities include personnel training, sales, buying, inventory control, and customer service

Education

Bachelor of Science in Applied Ecology (June, 2002)

University of Anystate, Anytown, ST GPA 2.76/4.00; Dean's List (one quarter)

Relevant Coursework: Ecology - biochemistry - molecular biology - plant physiology - human physiology - organic chemistry - environmental quality and health - environmental analysis and design - topics in applied ecology - field methods for applied ecology - environmental psychology - environmental ethics - cultural ecology - computer information presentation and representation - argument and research writing - molecular biology lab - physiology lab - experimental biology lab - calculus

Computer Skills: Microsoft Word - Excel - PowerPoint - Internet Explorer

Publications & Presentations

Jobseeker, John. 2002. Application of [Title of paper]. Research paper. Anytown Undergraduate Research Symposium Journal. University of Anystate at Anytown

"[Title of paper]." Presentation - Anytown Undergraduate Research Symposium (2002)



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FINANCIAL ANALYSIS & REPORTING

Meticulous Financial Analyst who undertakes complex assignments, meets tight deadlines and delivers superior performance. Possesses practical knowledge in corporate finance and financial markets. Applies strong financial planning and analytical skills to inform senior management of key trends and reduce company expenditures by more than \$255,000. Operates with a strong sense of urgency and thrives in a fast-paced setting. Fluent in Spanish. Core competencies include:

Financial Reporting • Project Management • Financial Analysis • Financial Statements • Statistical Analysis Corporate Finance & Financial Services • Market Analysis • Client Relations • Strategic Planning • Forecasting

PROFESSIONAL EXPERIENCE

COMPANY ABC • New York, NY • 2010 - Present

One of the largest global pharmaceutical companies, producing a portfolio of products and medicines that support wellness and prevention, as well as treatment and cures for diseases across a broad range of therapeutic areas.

Financial Analyst

Prepares financial presentations for senior management by incorporating new and existing reports along with analysis of business trends for Company ABC's \$2.1 billion Nutrition segment. Supports the development of executive reports, presentations and ad-hoc reporting capabilities. Formulates annual operating budgets and monthly forecasts, and tracks team spending for budget exceeding \$1.3 million.

- Generated approximately \$452,000 in annual savings by employing a new procedure which streamlined the business's vendor relationships
- · Improved spending reports to enhance clarity of expenses and increase efficiency for ten different groups
- Conducted financial analysis to support senior leadership with developing the business segment's longrange financial plan of more than \$30 billion over the next five years

ORGANIZATION ZYX • New York, NY • 2008 - 2010

Leading provider of investment advisory services with a core focus institutional investors such as such as Pension Funds, Endowment Funds, and Foundations, and high net worth individuals.

Performance Analyst

Responsible for conducting quantitative analysis of index statistics and market data, performing benchmark analysis, and compiling performance data for more than ten Pension Fund clients ranging in value from \$15 million to \$1.2 billion. Utilizes in-house financial software systems to provide analytical, financial and presentation support for the account management activities surrounding quarterly earnings meetings and ad hoc monthly reports.

- Within first three weeks in the organization, took on and organized one of the company's largest clients, valued at \$1.2 billion with more than 100 money managers.
- Increased data mining 62% by creating a more efficient process to collect information from money managers.
- · Reorganized and streamlined database of global indices to provide intra-quarterly returns.

EDUCATION

Bachelor of Science in Business Administration (cum laude) SYRACUSE UNIVERSITY • Syracuse, NY • 2008

TECHNICAL SKILLS

Proficient in Microsoft Office Suite: advanced Excel • Word • Power Point • Outlook • Access QuickBooks software • In-house proprietary financial software • SAP

Research Assistant Resume Example

Full Name

[Street, City, State, Zip] | [Phone] [Email Address]

RESEARCH ASSISTANT

Profile Review

- Highly organized assistant of social/clinical research, described by her colleagues as "highly efficient, professional and cooperative," worked in a fast-paced working environment both independently and as part of a team.
- · Administrative and secretarial experience in office environment.

Key Skills

- Flawless English ideal communication, verbal and written.
- Computer savvy proficient especially in Excel and Word, experienced in digital data input.
- · Coursework (X hrs) and three years research experience.
- Organization | Time Management | Multi-Tasking | Interpersonal Ability

Career Objective – Looking for an opportunity to work on an important research work/study in an institution which provides professional development, interesting experiences and personal growth.

Skills

Management skills	Communication skills	Clerical or detailed skills
administered	addressed	approved
analyzed	arbitrated	arranged
assigned	arranged	catalogued
attained	authored	classified
chaired	corresponded	collected
contracted	developed	compiled
consolidated	directed	dispatched
coordinated	drafted	executed
delegated	edited	generated
developed	enlisted	implemented
directed	formulated	inspected
evaluated	influenced	monitored
executed	interpreted	operated
improved	lectured	organized
increased	mediated	prepared
organized	moderated	organized
oversaw	motivated	prepared
planned	negotiated	processed
prioritized	persuaded	purchased
produced	promoted	recorded
recommended	publicized	retrieved
reviewed	reconciled	screened
scheduled	recruited	specified
strengthened	spoke	systematized
supervised	translated	tabulated
	wrote	validated

Skills

Research skills	Technical skills	Teaching skills
clarified	assembled	adapted
collected	built	advised
critiqued	calculated	clarified
diagnosed	computed	coached
evaluated	designed	communicated
examined	devised	coordinated
extracted	engineered	developed
identified	fabricated	enabled
inspected	maintained	encouraged
interpreted	operated	evaluated
interviewed	overhauled	explained
investigated	programmed	facilitated
organized	remodeled	guided
reviewed	repair	informed
summarized	solved	initiated
surveyed	trained	instructed
systematized	upgraded	persuaded
		set goals
		stimulated
	•	

Skills

Financial skills	Creative skills	Helping skills
administered	acted	assessed
allocated	conceptualized	assisted
analyzed	created	clarified
appraised	designed	coached
audited	developed	counseled
balanced	directed	demonstrated
budgeted	established	diagnosed
calculated	fashioned	educated
computed	founded	expedited
developed	illustrated	facilitated
forecasted	instituted	familiarized
managed	integrated	guided
marketed	introduced	referred
planned	invented	rehabilitated
projected	originated	represented
researched	performed	
	planned	
	revitalized	
	shaped	



Executive
Specialist
Management
Solutions
Doctorate

Expert Orator Author Writer Litigator

Leader
Negotiator
Organizations
Programs
Team

Strategies
Procedures
Plans
Objectives
Professional

Adjectives: Tell Us More About The Noun

Accomplished Discreet Educated Ambitious Efficient Capable Energetic Complex Enthusiastic Confident Excellent Cooperative Exclusive Credible Cultured Experienced Helpful Decisive Honorable Dedicated **Impartial** Determined Industrious Diligent

Innovative
Instinctive
Knowledgeable
Meticulous
Passionate
Productive
Proven
Punctual
Receptive
Responsible
Results-driven
Selective

Self-assured
Shrewd
Strategic
Successful
Succinct
Talented
Tough
Trustworthy
Unbiased
Vigorous
Wise

Verbs: The Action Words

Accelerated Accomplished Achieved Acquired Acted Activated Adapted Addressed Adjusted Administered Advanced Advertised Advised Advocated Aided Allocated Analyzed Answered Applied Appointed Appraised Approved Arbitrated Arranged Ascertained Assembled Assessed Assigned Assisted Attained Augmented Authorized Awarded

Balanced Bargained Began Bolstered Boosted Bought Briefed Brought Budgeted Built Calculated Captured Cataloged Centralized Chaired Championed Charted Checked Clarified Classified Coached Coded Collaborated Collected Combined Communicated Compared Compiled Completed Composed Computed Conceived Conceptualized

Condensed Conducted Conferred Conserved Considered Consolidated Constructed Consulted Contacted Continued Contracted Contributed Controlled Converted Conveyed Convinced Cooperated Coordinated Corrected Corresponded Counseled Crafted Created Critiqued Cultivated Customized Debated

Debugged

Delegated

Delivered

Demonstrated

Decided

Defined

Designated Designed Detected Determined Developed Devised Diagnosed Directed Discovered Discussed Dispensed Displayed Dissected Distributed Diversified Diverted Documented Drafted Drew Earned Edited Educated Effected Elected Elicited Eliminated **Emphasized** Employed Enabled Enacted Encouraged Enforced Engineered Enhanced

Fostered Enlarged Found Enlisted Fulfilled Ensured Furnished Entertained Furthered Established Gained Estimated Evaluated Gathered Gauged Examined Generated Executed Governed Exhibited Graded Expanded Granted Expedited **Experimented Greeted** Grossed Explained Explored Guided Halted Expressed Handled Extended Headed Extracted Heightened **Fabricated** Helped **Fabricated** Highlighted Facilitated Hired Familiarized Fashioned Honed Hosted Filed Hypothesized Finalized Financed Identified Fixed Illustrated Focused Imagined Forecasted Implemented Forged Improved Formalized Improvised Formed Incorporated Formulated Increased

Indexed

Fortified

Individualized Leveraged Influenced Informed Initiated Innovated Inspected Inspired Installed Instilled Instituted Instructed Insured Integrated Interacted Interpreted Intervened Interviewed Introduced Invented Inventoried Investigated Involved Issued Joined Judged Juggled Justified Kept Keyed Kindled Launched Learned Lectured Led

Lifted Listened Located Logged Maintained Managed Manipulated Manufactured Mapped Marketed Masterminded Maximized Measured Mediated Mentored Merged Mobilized Modeled Moderated Modified Monitored Motivated Navigated Negotiated Netted Normalized Observed Obtained Opened Operated Ordered Orchestrated Organized

Verbs: The Action Words Cont.

Originated Outlined Outsourced Overcame Overhauled Oversaw Participated Perceived Performed Persuaded Photographed Raised Pinpointed Piloted Pioneered Placed Planned Played Policed Predicted Prepared Prescribed Presented Presided Prevented Printed Prioritized Processed Procured Produced Programmed Projected Promoted Proofread Propelled

Rendered Proposed Prospected Protected Repaired Proved Replaced Provided Publicized Reported Purchased Qualified Questioned Queried Reserved Reshaped Resolved Ran Rated Reached Restored Realigned Retrieved Realized Reviewed Reasoned Revised Received Recognized Routed Recommended Satisfied Reconciled Saved Recorded Scheduled Recruited Screened Rectified Searched Recycled Secured Reduced Selected Referred Regained Registered Served Shaped Regulated Rehabilitated Shared Related

Reinforced

Remodeled

Sold Solicited Renegotiated Solved Reorganized Sorted Spearheaded Specialized Specified Repositioned Spoke Represented Researched Sponsored Staffed Standardized Started Stimulated Responded Streamlined Restructured Strengthened Structured Studied Suggested Revitalized Summarized Supervised Supplied Supported Surpassed Surveyed Sustained Synthesized Systematized **Tabulated** Separated Targeted Taught Terminated Simplified Tested Simulated Tightened Sketched Totaled

Traded Trained Transcribed Transferred Transformed Transitioned Transmitted Translated Traveled Troubleshot Tutored Uncovered Undertook Unified United Unveiled Updated Upgraded Upheld Used Utilized Validated Valued Verbalized Verified Viewed Visualized Vitalized Volunteered Weighed Widened Won

Wrote

Tracked

Xeroxed

Yielded

Zeroed



Aggressively
Aptly
Astutely
Candidly
Capably
Carefully
Cheerfully
Clearly
Cleverly
Competently
Consistently
Creatively

Decidedly
Dependably
Directly
Effectively
Efficiently
Enthusiastically
Fairly
Faithfully
Flexibly
Gladly
Gregariously
Happily

Honestly
Imaginatively
Impartially
Independently
Ingeniously
Instinctively
Instinctively
Inventively
Justifiably
Naturally
Neutrally
Objectively
Openly

Open-mindedly
Originally
Passionately
Professionally
Proficiently
Regularly
Reliably
Resiliently
Resourcefully
Straightforwardly
Truthfully
Unfailingly