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[« Improving Response Time | Main | 3 Ways to Build Rapport With Your Resume »](#)

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AUGUST SIZZLING WITH OPPORTUNITY

Our friend **Bob Olman** writes in to remind you to keep your search going during August's dog days:

I've been a headhunter for 20 years, primarily for positions in financial services. With that experience comes some good insight into job-hunting, a perpetual digestive disorder, and an interesting perspective on the late summer: August is a time when securing a real opportunity, a career-making position, not "just another job", is considerably more possible than other times of the year.

Adam Smith economics (supply and demand) can work greatly in your favor. First, there are not that many candidates available to make a late summer move. Second, the candidates who are available lose momentum in the interview process because of their frequent vacation breaks. Finally, the employers are getting worried they will not be able to fill the position until January so they are looking at the August candidates very, very seriously. The result is you may end up being the sole QAI (qualified, available and interested) candidate—resulting in a great offer! The opportunity may be one which IS the ideal next step in your career, a refreshing change in that path, a major up-tick in employer pedigree, or just the mundane 15 minutes commute from your house. Whichever suits you, these employers with hiring needs are definitely there, and like they say on TV, 'you have to be in it, to win it!

Robert Olman President, COR Management

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Bob Olman has been quoted in or contributed to Risk Magazine, Derivatives Week, Institutional Investor, Inc. Magazine, and Mortgage-Backed Securities Letter. His firm, COR Management, has helped create Congressional legislation allowing the federal government to engage executive search firms.

Posted by Amanda at August 12, 2004 04:11 PM

COMMENTS