The art of making it past the inbox

5 tips to better help you get interviewed, considered, and hired.

@andrewjschultz
Who am I?

• Creative Director at The Sher Agency. I manage 20 active projects and 12 designers & developers.

• UX Consultant for Neurology Associates Neuroscience Center in Chandler, AZ.

• Worked full-time as a freelancer between 2017-2019 offering UX/UI & strategy.

• Got a job consulting with one of the largest agencies here in Southern Arizona at just 19 years old.
Tip #1

Personal capabilities deck vs. a resume.
Andrew Schultz
Role: UX/UI Designer

Goal
The goal of this deck is to introduce myself to the [Company Name] Team. In addition to sharing four impactful case studies.

Aim
1. Facilitating an improved user experience on larger projects with longer timelines
2. Helping a company to grow with design
3. Apologies to past enemies for new products
4. Re-education to Atlanta, GA

Case Study 1
Tip #2

Define your decision maker.
## The Exercise

<table>
<thead>
<tr>
<th>Who are they?</th>
<th>What are they looking for?</th>
<th>How can you help?</th>
<th>What makes you different?</th>
</tr>
</thead>
<tbody>
<tr>
<td>• What can we assume about them?</td>
<td>• What things do they personally want to gain from hiring someone?</td>
<td>• What soft-skills do you bring to the job?</td>
<td>• If you’re in a room with 99 other people, what would make you stand out?</td>
</tr>
<tr>
<td>• What characteristics make up who they are?</td>
<td></td>
<td>• How do you fit into solving their personal needs?</td>
<td></td>
</tr>
</tbody>
</table>
Tip #3

Remove barriers of communication.
Calendly

- Free
- Allows hiring managers to book a time directly on your calendar
Easy to remember email address

joe47schmo18wqzxy@gmail.com

↓

joe.schmo@gmail.com or joe@joeschmo.com
Tip #4

Treat your interview like a conversation.
Tip #5

Build and maintain the relationship.
Thank You.

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/in/ajsdesign

If you’d like a copy of my capabilities deck, DM me on Instagram @andrewjschultz