



## Executive Career Management Case Study – Khalid Tuwajri

Khalid became a Gold Member of Career Intelligence in November 2013, he took full advantage of our CV Development service after the realisation that his CV was not allowing him to stand out as a Senior Level Executive to Headhunters and employers in the Middle East.

After the initial comprehensive consultation with dedicated Relationship Manager, Joscelyn, Khalid was assigned a CI Career Coach based on the career objectives he wanted to achieve.

Through his bespoke research, as part of the CV Development package, Khalid was able to secure final interviews through a Headhunter on the research list that we gave to him, and has since gone through to final interview stage.



### CV COACHING

Khalid worked closely with David Mutter, one of our CV coaches to further develop his CV, ensuring it was clearly formatted and represented him in the best light as a Senior Executive. After identifying his core competencies and developing a more concise career and job objective, Khalid was armed with the information he needed to make a more effective approach to the market.

*“David was very helpful and was able to get exactly the right information from me to write an accurate and concise CV. I felt incredibly comfortable speaking with him and there was total honesty between us from the start.”*



### CV DOCUMENT

The final CV was created for Khalid based on the 2-way communication between client and coach. Each CV written is unique to the client with a list of skills and competencies that showcase the client’s key career achievements.

*“I was very happy with the CV as it displayed exactly the skills and competencies that my CV coach and I identified as being my core achievements. It was a very solid, well formatted component and gave me the confidence to move forward in my job hunt.”*



### STRATEGIES AND RESEARCH

The CI research team also helped Khalid to discover key contacts behind the vacancies that were already being advertised. Through in-depth industry and location research, they uncovered a key decision maker for a senior position that Khalid was able to make contact with.

*“I was very impressed with the level of detailed research that I was provided with. I was provided with a comprehensive list of key individuals to contact, including Headhunters, recruiting agencies and company contacts, one of which set me up with an interview, which has since resulted in a final stage interview.”*



### THE RESULT

Our Bespoke Research team provided Khalid with a list of Headhunters, key company contacts and Recruitment Agencies. After submitting his new CV and implementing his new strategy, Khalid successfully made contact with a Headhunter who gave him an interview. Khalid has since made it to the final round of the interview stage and is awaiting a positive result.

*“I was very impressed with the Career Intelligence CV Development service. I received very positive feedback from my CV, and the bespoke research identified a key Headhunter who I was able to get in contact with. I have since completed final interview stages and am awaiting confirmation of a job offer.”*

Having prevailed the CV Development service he immediately took advantage of our LinkedIn Optimisation service as he came to realise that his online professional profile was not showcasing his wealth of talents and experience to Headhunters and employers in the Middle East.

After the initial consultation with his dedicated Relationship Manager, Joscelyn, Khalid’s LinkedIn Optimisation service was employed to boost his online visibility and present himself to key individuals in the right light.



### SOCIAL MEDIA EXPERT

Khalid worked closely with one of our Social Media Executives, Michael, to develop his knowledge of LinkedIn. Through this process, Michael helped him to identify ways in which to achieve his professional networking goals and increase his chances of being spotted for the right career opportunities.

*“Michael was a pleasure to work with as he was very cooperative and set up further appointments very efficiently.”*



### REDEVELOPED PROFILE

We provided Khalid with a completely rewritten LinkedIn profile, including a revised summary, list of experiences and a better understanding of how to obtain quality recommendations and connections with colleagues and like-minded industry professionals. Khalid was also provided with a strategy on how to effectively utilise LinkedIn’s range of features for the purpose of networking and showcasing his wealth of experience.

*“I was very impressed with the LinkedIn redevelopment service as my profile was rewritten, a strategy was created for me and I was educated on the advanced usage of LinkedIn - something that I have gone on to utilise in my on-going networking endeavours since.”*



### THE RESULT

Through the development of Khalid’s LinkedIn profile and increased understanding of its capabilities to assist with his job hunt and professional networking, Khalid was able to effectively present himself to a Headhunter. This resulted in an interview, from which Khalid made it to the final round of interviews and is currently awaiting a positive result.

*“I am extremely satisfied with the services that I received from Career Intelligence. I have recommended these services to a contact of mine as I feel they would also greatly benefit from.”*

