

# How to sell yourself in a CV (& Resume)



Selling yourself to employers is an art.

Get it right and you get the job. Get it wrong and you get nothing.

- 1 Show rather than tell**  
Give evidence of your achievements using facts, figures, and percentages.
- 2 Include testimonials**  
Add quotes from managers, clients or colleagues who can vouch for your abilities.
- 3 Focus on your achievements**  
Highlight any awards, nominations, or special recognition you've received.
- 4 Speak their language**  
Use industry-specific terminology, words, phrases, and acronyms.
- 5 Don't say you're the best**  
Nobody likes a big head so avoid bragging and appearing arrogant.
- 6 Align yourself with the job**  
Show your passion and experience is in line with the needs of the role.
- 7 Identify the Employers needs**  
Scan the job description to find out what they want and then give it to them.

# Sell Yourself With A Sticky Cv

**Mike Jess**



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