## PETER NÄF karrierecoaching

## RECRUITING

## Understanding the other side of the market

Recruitment is the equivalent to job applications - only on the company side. Both sides face similar challenges on the labour market: Companies are looking for suitable candidates for their vacancies. In times of a shortage of skilled labour, they are competing for the best talents. On the other hand, applicants have to assert themselves against strong competitors in order to secure exciting positions with the most popular employers.

## Using recruitment as a learning field

It is worthwhile for job seekers to learn from recruiters. After all, while you only experience an application situation every few years, you are dealing with professionals on the other side. Recruitment has become highly professionalised - not least due to the shortage of skilled workers. Many recruiting strategies can be applied to job searches and applications. However, the prerequisite is that you see yourself as an entrepreneur in your own right when shaping your career.