



# THE UNSOLICITED APPLICATION

Or how to create your labour opportunity

Take the initiative and submit your application speculatively, without any job vacancy being advertised.

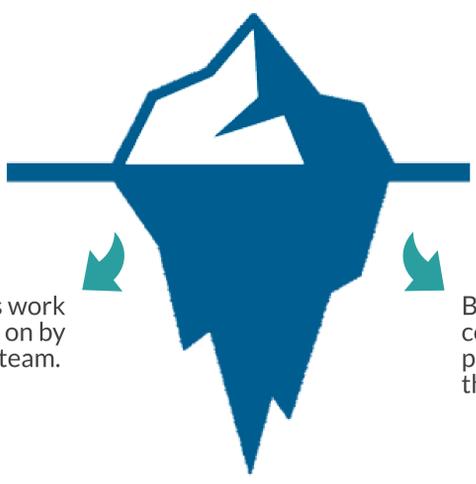
**Make your profile visible!**

Tips, steps and channels to access hidden job offers



## HIDDEN JOB OPPORTUNITIES

Companies do not advertise all job offers:



Because excess work is taken on by the current team.

Because the vacancies are covered by internal promotions or contacts through the team itself.

This is why unsolicited applications can provide an opportunity:

- ✓ You will have access to vacancies that have not been advertised yet.
- ✓ You will be more visible because there won't be many candidates.
- ✓ You will have more opportunity to fit the specification, since the job requirements won't have been specified as they would have been for an advertised vacancy.



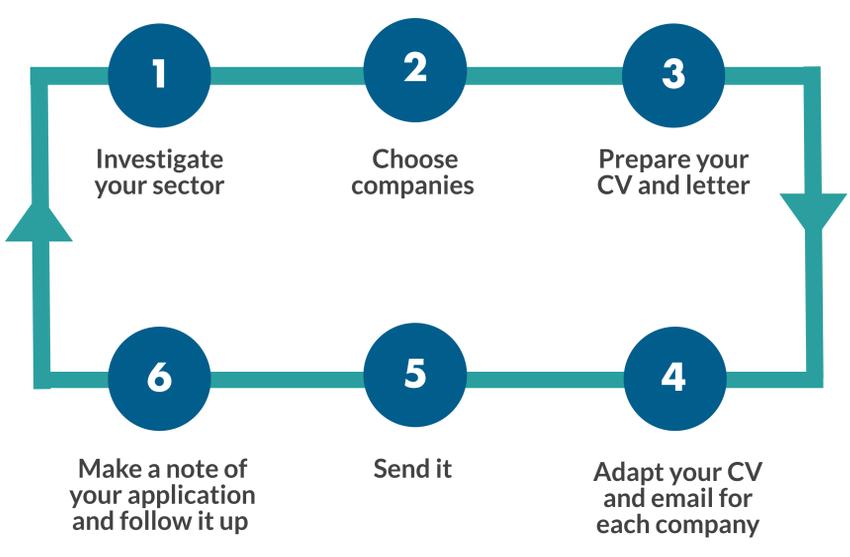
### Pros and cons of making an unsolicited application



- ✓ It shows motivation and initiative.
- ✓ You'll expand your network of professional contacts during the process.

- ✓ It is a slow process, which involves time and effort.
- ✓ You might not receive a response professional contacts during the process. First time and the results will usually be in the medium to long term.

## THE STAGES OF THE UNSOLICITED APPLICATION



## CHOOSE YOUR CHANNEL

### Digital

- Website forms
- Social Networks
- Professional Networks
- E-mail



### In-Person

- Visits to companies
- Fairs in your sector
- Seminars and Conferences



### The experts recommend:

- ✓ There is always someone on the other side. Do not mechanise the process. Personalise your application to the company.
- ✓ Better 10 than 100. It is better to send fewer, but well chosen and personalised applications.
- ✓ Investigate, spy and follow to find out what companies are asking for and what recruitment channels they use.



## WOULD YOU LIKE TO KNOW MORE?



- How to start a self-candidature +
- How to take advantage of contacts to find a job +
- A good self-promotion (video) +

