

My Ken Kuznia Story

By Amy O'Malley

I was telling a friend that I was interested in pursuing another role at a different company, but I needed to get some opinions on cleaning up my resume. She suggested I contact her friend, Ken, who has a real knack for that kind of stuff. She put us in touch and I met with Ken at his office one afternoon. Luckily I brought a pen and paper because I walked out of there with 11 pages of hand written notes! Mostly we talked about resume building, but I also walked away a new way of thinking; a new approach to seeking a job. I re-built my resume based on his tips and tricks and began applying for jobs. A few weeks later, I ran into Ken at Walgreen's and we got to talking about interviews. Right there in the middle of Walgreen's, I pulled a notebook off the shelf to start taking more notes. (I knew what he had done for my resume, so I was willing to buy a notebook I didn't need in order to not miss out). I captured more of the energy, a tactical method for approaching the interview, and a few phrases that prove to be powerful, but don't sound rehearsed.

I practiced what he preached and prepared a list of things I have accomplished; things I am good at. I made a list of what I wanted in a new job. Next, I skimmed it all down to a few sentences I could tell someone in an elevator ride, about who I am and what I can offer to help a company reach its goals. Then, I started telling everyone I met (discreetly and consciously, of course). One night, a friend was having a small group over to her house. I began chatting with a woman about what she did and she described a role and company that was ideal for me. I told her my story and had my foot in the door. I went through the hiring process, the interviews, and received an offer! A few weeks into that role, my new boss said to me: "Amy, I don't know if we ever told you this, but when you left your interview, the three of us looked at each other blankly until someone finally said 'She ran that interview'. You asked us questions about what we needed and showed us how you could help us. That's all we needed to hear." What an amazing compliment! I owe that opportunity largely to Ken. I'm an energetic, hard-working person that brings a lot of value. It was Ken that showed me *how* to show other people that, get my foot in the door, and get the job I wanted.

Whenever Ken passes my contact information on to someone else that wants to get information about my field or my current company, I do not hesitate to help. It's the least I can do to 'pay it forward' after the way Ken has helped energize me for a job search. Thanks, Ken!