Want a new job? Then get a personal referral

As the adage goes, sometimes it's who you know and not what you know that matters. And we're not just talking about nepo babies here, aka the offspring of successful people who are able to piggyback off the professional merits of their parents. As a result they are often given career-defining opportunities without possessing the qualifications or experience required to do the job.

Temps de lecture : minute

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According to recent data compiled by Indeed, job seekers are more likely to secure a new role in tech via a personal referral than a traditional job application.

Indeed's study into tech hiring in the UK found that despite 80% of all tech role applications coming via organic applications, they only represent half of all new hires.

This might sound disheartening, especially if you're currently on the hunt for a new role and feel stonewalled by recruiters or hiring managers not getting back to you, but it also makes sense—having a professional network is an invaluable tool and resource when you're looking for a new job.

Feel the fear and do it anyway

Developing your network isn't solely about getting job offers either; networking is one of the most powerful ways to stay on top of industry news, engage in business development and build lasting and impactful

relationships with your professional peers.

And while the pandemic years might have temporarily culled in-person events in favour of virtual coffee catch ups, 2023 has seen the return of traditional face-to-face networking opportunities (including real life coffee catch ups).

If you feel like your professional network is lacking, how can you go about changing this so that you cultivate your professional persona and a pool of professional peers?

Going to a networking event where you don't know anyone is a daunting prospect but the good thing about in-person networking events is that everyone is there to talk about work––so make that your focus when you're breaking the ice.

Before you go, prepare your elevator speech so that you don't feel awkward or ill-prepared when people ask you about yourself and what you do.

Follow up

Following up is an important step in the networking process as it will keep the conversation going and also help you meet even more people and form additional connections.

With this in mind, don't be afraid to give people your business card or take a note of their details so you can connect with them at a later date.

It's also a good idea to reach out to alumni from your university if you both work in the same field—this could be mutually beneficial for both of you.

However, it's important to note that networking will only get you so far

and having a wide pool of professional peers doesn't mean job offers will suddenly start landing at your feet; you'll still have to make the effort to apply for jobs as well as tapping into your network.

The good news is that the _Maddyness Job Board_ is the perfect place to focus your search as it features thousands of jobs in companies that are actively hiring, including the three below.

(Senior) Software Engineer - Endur m/f/t, RWE Supply & Trading GmbH, London

RWE Supply & Trading is hiring a _Software Engineer_ to work within the Cloud Application Security team. In this role you will design and implement secure infrastructure for the company's AWS-centric cloud application portfolio and digital/data platforms in cooperation with central infrastructure and cybersecurity teams. You'll also provide hands-on support to teams in the fields of application security architecture, identity and access management and IT security control design and their implementation. _View additional details here_.

IT Support Engineer, Adwanted UK, London

Adwanted UK is seeking an _IT Support Engineer_ to support the core cloud infrastructure, local infrastructure, and desktop support. Your main responsibilities will include working with end users and the TechOps team to create and manage accounts, onboard new users, enable users to seamlessly work with company technology and engage with end users to understand their pain points. _See the full job description here_.

Senior Product Owner ETF Technology, Client Server, London

Are you an experienced _Product Owner_ with a strong knowledge of Exchange Traded Fund (ETF) expertise? As a Senior Product Owner you

will utilise your knowledge of back office processes (order placement, settlement, reconciliations, distributions) and ETFs to lead cross functional teams of software developers, QA test engineers and project managers in developing ETF technology and IT systems. You'll build product expertise and become a subject matter expert in a highly influential role where you'll proactively recommend improvements. *Get more information here*.

Accelerate your job search today via the Maddyness Job Board

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