

You Want a Job in the Automotive Industry — NOW WHAT?

AUTOMOTIVE INDUSTRY JOB SEARCH TACTICS

◆ CONNECT WITH AGENCY RECRUITERS SINCE WE REPRESENT MULTIPLE COMPANIES

Follow these steps to improve the efficacy of your job search. Keys to your search include understanding the employment environment, defining your objectives, being proactive about communication and networking, and embracing LinkedIn.

The industry is very broad, and fits into several adjacencies. **Don't ignore adjacent segments.**

ADJACENT INDUSTRIES & SUBSEGMENTS

- ◆ Powersports (Motorcycle / ATV / UTV)
- ◆ Motorsports (Venues, Teams, Promoters, etc)
- ◆ Medium / Heavy Duty Truck & Trailer
- ◆ Transportation / Logistics
- ◆ Fuel (Traditional / Alternative / Electric)
- ◆ Events and Venues
- ◆ Media and Marketing / Communications
- ◆ Auction / Remarketing
- ◆ Mobility (Ride Share, Subscription, etc.)
- ◆ Civil Engineering / Government (Infrastructure)
- ◆ Tools and Equipment
- ◆ Tire / Wheel

AUTOMOTIVE INDUSTRY SEGMENTS

- ◆ Original Equipment Manufacturers (OEMs)
- ◆ Tier I Suppliers
- ◆ Aftermarket Parts Manufacturing
- ◆ Technology (SaaS, ADAS, Systems, Infotainment)
- ◆ Car/Truck Dealership
- ◆ Service & Repair
- ◆ Collision
- ◆ Upfitting / Modification
- ◆ Parts Retail / Wholesale
- ◆ eCommerce
- ◆ Warehouse Distribution / Manufacturer's Rep
- ◆ Car Care



Mark Osmundson

EXECUTIVE RECRUITER · AUTOMOTIVE

[linkedin.com/in/markosmundson](https://www.linkedin.com/in/markosmundson) jamisonsearch.com (801) 434-9265

Understand and Overcome the Challenging Employment Environment with Proactivity

COMMUNICATION FROM EMPLOYERS ISN'T GREAT, SO...

Contact hiring managers directly after you apply. Call the switchboard if you must. Also connect with decision-makers on LinkedIn. ALWAYS send a short message about why you like the company and/or calling attention to your application.

◆ DON'T APPLY AND HOPE

HIRING MANAGERS PREFER CANDIDATES WHO'VE ALREADY DONE WHAT THEY NEED DONE, SO...

Communicate your work and school successes in relation to what the job posting asks for. Stand back and look at all of your work experience to determine how it fits the role, even if your past job wasn't in automotive.

SOMETIMES JOB POSTINGS ARE ADVERTISED AFTER CANDIDATES START INTERVIEWING, AND THEY OFTEN DON'T EXPLAIN THE TRUE NATURE OF THE JOB, SO...

Make a target list of companies you want to work for and connect with decision-makers on LinkedIn. Always send a note: "Hello (name). I've followed (Company) for a long time and love what you do, please join my network." Get in people's orbit, then work to stay in their orbit. Don't wait for a posting to connect with the company.

AUTO INDUSTRY (AND ADJACENT) JOB BOARDS

jobs.autonews.com	Inkd.in/gwJgkin
malakye.com	Inkd.in/gBZFUR6
ntea.com/jobs	Inkd.in/g_G6t2v
Inkd.in/gJA3C6PY	zendojobs.com
Inkd.in/gaypTUce	jobs.sema.org
Inkd.in/gsMr-bxx	

Retail dealership sites: autopeople.com

DEFINE AND RANK YOUR CAREER OBJECTIVES BASED ON THESE CRITERIA:

CHALLENGE**LOCATION****ADVANCEMENT****MONEY****PEOPLE****SECURITY**

EMBRACE LINKEDIN:

There is no better business networking and professional branding tool. Every 1st-degree connection you make also translates into **THOUSANDS** of 2nd-degree connections!

**Mark Osmundson****EXECUTIVE RECRUITER · AUTOMOTIVE**[linkedin.com/in/markosmundson](https://www.linkedin.com/in/markosmundson) jamisonsearch.com (801) 434-9265