

Ep5 - Why Should We Hire You?

This is a classic question and it gives you the opportunity to show why you are different from other candidates. Think of it as small sales pitch where you are selling your qualities and skills to the company. This question is asked to see if you fit into the role and what makes you unique.

I must stress for you to do as much research about this role as possible, really study the job description. Also, it's definitely worth understanding what the companies' values are and how they operate. You want to make sure to highlight some areas where these values and the way the company operates, resonates with you. You can find information such as this on the company's website or LinkedIn page.

Below are two statements. Read through them and get a feel for how they flow.

1. Example response for experienced candidate

"From looking into the job description, you specify that you are looking for a person who can [problem solve] and [work under pressure]. I believe these two skills to be some of my greatest strengths. As you can see from my CV, the types of work I have previously done enable me to think differently around challenges. In my current job, one of my responsibilities was to provided support to several managers, a skill I feel would work well here. I believe I would be the ideal candidate for the position based on my attitude to work and for possessing my [Level 3] qualification. Furthermore, I have a passion for this type of work and know I can help the business grow."

2. Example response (straight to the point)

"I am applying for this position because I feel I have the right [skills] and [qualifications] that are required. I recently come across an article from your company on [LinkedIn] and got excited when I heard you were [expanding in the procurement department]. This for me, is an area I really see myself working in and feel passionate about. From working in my current position, my responsibilities are very similar but I feel this position would offer a greater challenge. If you were to offer me the position, I know I would thrive here based on my [hard work] and [positive attitude]."

3. Now choose the appropriate response and repopulate [] spaces to suit your story. Use the spaces below to write out your own response.

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Tip - Choose your skill level and adapt your response from that.

