

# 12 Tips to Becoming a Networking Superstar





We've all heard that "networking" is one of the most effective ways to move forward in your career and it's often who you know that helps you get your foot far enough in the door to show off your skills and experience to the people making hiring decisions.

**At Devex we promote regular networking and have put together some tips to help you make a quality impression with new connections based on our collective networking experiences. These tactics have helped us build a community of 500,000 development professionals around the world, so we know first-hand how powerful they can be.**



# Dress for Success

Even if your current role requires a more “on-the-ground humanitarian aid worker in Africa” look, dressing business smart is usually a safer bet. You never know who you’ll run into.



# Don't hover on the sidelines; do what you came to do

Take that leap of faith and introduce yourself to different groups of people. You're there to make new contacts, so do it—trust us, no one buys that you're busy on your smartphone.



Be professional even  
in informal situations  
(locker rooms, golf outings,  
happy hours, etc.)

But don't forget to let your individuality and  
personality shine through so that you make a  
memorable impression.



# That said, don't network under the influence

One or two drinks are fine, but getting drunk at a professional event will make you memorable in the wrong way.



# Introduce yourself like the person doesn't have a nametag

Don't dismiss someone's worth based on what their nametag says. It's important to have a diverse network; you never know who could lead you to your dream job.



# Don't cling to one person all night

Networking inherently implies talking to multiple people. You don't want to dominate someone's entire evening and it's okay to politely disengage if you find a conversation is irrelevant to you. Just excuse yourself to "say hi to a friend" or grab another drink.



# Avoid running through your canned sales pitch

No one wants to talk to a robot. Good networking leads to meaningful connections and future interactions.



# Don't seem too self-interested

Networking is a two-way street. You should seem just as eager to get to know someone as you are to get them to know you. And only hand out your business card when it's appropriate—as you say hello is not the right time.



# Don't sound desperate

You won't impress anyone by sounding like you're unemployable. Think about it, what qualities would you look for as a recruiter? Coming off as poised, professional, and confident in your experience is a better approach.



# Don't outright ask someone to get you a job

It's unprofessional, it makes the other party uncomfortable, and would you give somebody a job just because they asked? Probably not. Impress them with your background, and help them visualize you as someone that would be an asset to their organization.



# When using online networking tools, don't lie on your profile

Not being your authentic self online only leads to awkward back-peddling when you can't support your inflated credentials.



# Don't waste a recruiter's time

When you attend a career fair or an informational interview, do your research ahead of time and be prepared with thoughtful questions. Don't ask *"What does your organization do?"*



Try using these simple tricks next time you're faced with the opportunity to get connected to some great new people and you'll come off like a networking superstar!

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