

GLOBALDEV CAREERS TIPSHEET

NETWORKING FOR CONSULTANTS

ADVICE FOR UNCOVERING CONSULTING OPPORTUNITIES AND BUILDING TRUST WITH TARGET ORGANIZATIONS

TIP #1

REAL TALK

By showing that you're knowledgeable about and truly interested in the work you're pursuing, you're more likely to leave a strong, positive impression and gain valuable insights about an organization.

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TIP #2

IN-PERSON FACE TIME

Get on a recruiter's radar with in-person conversations at an event or conference. Doing so will increase the chances that a recruiter will keep you in mind when opportunities come up.

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TIP #3

CONNECT WITH CONSULTANTS

Seek out those whose perspectives are closely aligned with your own, or are in similar roles you hope to one day occupy, especially if you're new to consulting.

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TIP #4

LONGTERM PLANNING

Approach networking with a longer view of how to build on initial conversations, which means focusing on common ground. Aim to contribute to every discussion, which will help keep it going.

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CONSULTING SECRETS

A former senior recruitment manager with the World Bank shares proven strategies for an effective consulting career.

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