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**The Career Confidante** Monday at 11 AM Pacific

October 31st 2016: Encore: Three Easy Ways You Can Be the First to Know about an Open Position

Contrary to popular job market fiction, employers do not intentionally hide open positions from candidates. In fact, employers are as challenged as candidates about how to match a job that needs to be done with a person who has the ability to get it done, fit into the company culture, and won't make costly errors. The proliferation of online recruiting and social media has revolutionized the job search process and turned the experience on its ear for both parties. However, one thing has not change since forever: people only hire people they know, like, and trust. In this show, host Marie Zimen

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# **Featured Guest**



### **Debra Feldman**

Debra Feldman, JobWhiz, was managing a marketing consultancy when she noticed a gap in job search support for high-level senior executives. Employers had executive search firms find ideal candidates, but there wasn't a specialist for individuals. She filled the need combining sophisticated search strategy and developing connections to source offers. Her talents for competitive positioning, corporate due diligence, and finding contact data enable her to implement swift, smooth successful landings. Since 2000, often working on a confidentially for high-risk clients, Debra has helped over 1000 professionals find their dream roles in the unadvertised or hidden job market. She distinguishes

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