

# business

## Matters



### The truth about the un-advertised job market

by Robin Rose

**Most employees who have been (or are capable of) earning more than £1,000 x their age p.a. often struggle when it's time to move on.**

With the average UK salary currently standing at £22,500 it is self evident that numerous jobs will therefore be offered with salaries that fall short of this figure. The internet has a tendency to produce over-subscribed jobs you have no real chance of getting or, at the other end of the spectrum, jobs that frequently under-value you.

Employers paying salaries that typically range between £40,000 and £100,000 p.a. may well exhibit a preference for a known candidate, as this will often go some way towards eliminating the guesswork associated with the advertised recruitment market.

Your chances of landing a top job will always be improved if a potential new employer chases you. Encouraging that employer to take note of your transferable skills and experiences takes outstanding personal marketing, knowledge, skills and contacts. Far more, in fact, than simply writing a good CV.

Today, career-blocked high flyers have access to professionally qualified career transition experts to help them identify hidden job opportunities and secure interviews for those elusive 'hidden' vacancies.



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