

Strategic Job Search Plan Section 6 - JOBS

JOB SEARCH SERIES **PRESENTATION #16**

BEFORE THE JOB SEARCH SUBSERIES

TENONPREP



Learning Outcomes

01

Understand how to use strategic job groups to uncover jobs

02

Understand the difference between operational and support jobs

03

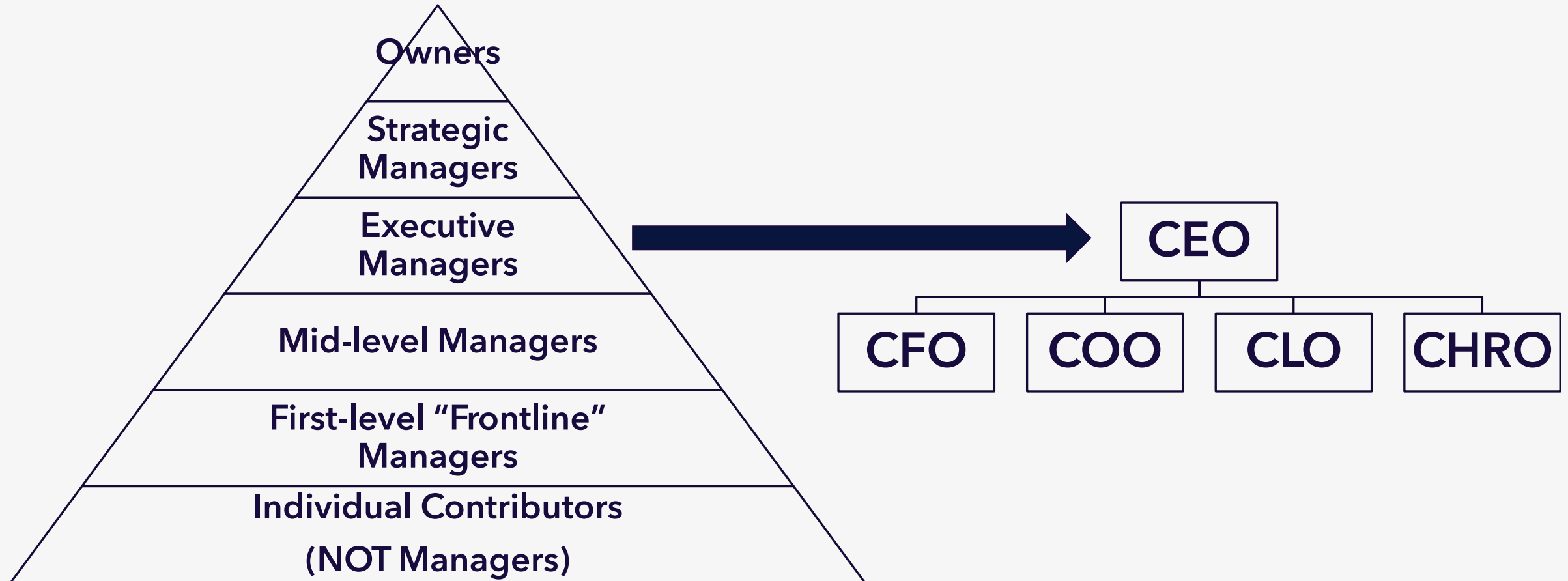
Understand the importance of performing a compensation gut check



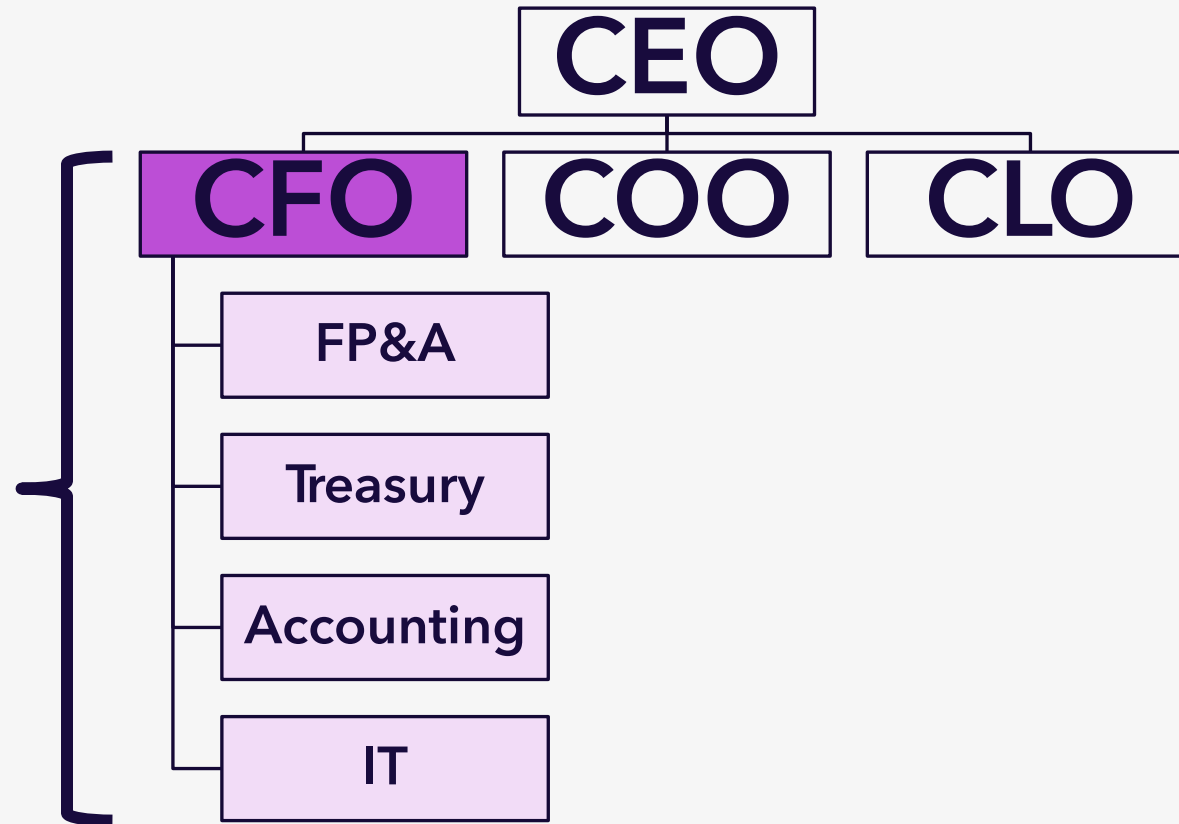
Don't Box Yourself In when Targeting Jobs



Use Groups to Brainstorm Jobs



Groups Flow Down from the CEO





Categorization of Operational vs. Support Jobs



Sample CFO Operational Support Jobs

- Financial planning & analysis
- Internal accounting
- Accounts payable
- Accounts receivable
- Internal financial reporting & analytics
- Strategy & business planning
- Corporate [external] finance
- Benchmarking
- Credit risk management
- Property & liability insurance management
- Operational cash & working capital management
- Long-term liability & investment management
- Internal audit & controls
- External financial reporting



Sample COO Operational Support Jobs

- Procurement & logistics
- Operational analytics
- Marketing & demand management
- Business development & sales
- Enterprise risk management
- Occupational health & safety
- External communications
- Internal communications
- Public and government relations
- Digital & creative services
- Board and CEO services
- Property management (real & personal)
- Innovation & emerging technology
- Data management & privacy
- Cybersecurity
- Software & application management
- Hardware management
- IT end user support
- IT planning & operations
- Network & remote access



Sample CLO Operational Support Jobs

- Transactional legal services
- Regulatory legal services
- Litigation legal services
- Records management
- Ethics
- Compliance



Sample CHRO Operational Support Jobs

- Internal HR consulting
- Compensation
- Benefits (including employee insurance)
- Incentive pay management
- Retirement plan management
- Learning/training/employee development
- Labor relations
- Talent management
- D&I
- Workforce planning & analytics



Perform a Compensation Gut Check



Review of Operational Support Jobs

LIVE ONLY

