JobHacki
OPPORTUNITY GUIDE

⚡ Premium Action Guide

Networking for Jobs — a practical, multi-channel system

Turn strangers into conversations and referrals with a respectful, repeatable outreach system across LinkedIn, email, and short video — plus light tracking and optional automation.

📌 **Updated for 2026** 📄 **3** high-leverage contacts per target company

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🚀 Start Fast

Clear first steps you can take this week.

📋 Real Sources

Built from people who actually did it.

💰 Honest Numbers

Source-reported pay, costs, and risks.

Get the Full Guide Vault →

🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

- ☑ What you'll build
- ☑ Step 1 — 🎯 Choose targets with intention
- ☑ Step 3 — 🌐 Stand up a simple proof hub
- ☑ Platforms & tools
- ☑ Step 2 — 🛠️ Tune your LinkedIn profile to be skimmable
- ☑ Step 4 — 📊 Build your personal CRM in Sheets

▸ MODULE 01

What you'll build

A lean, high-response networking system that finds the right people at target companies, sends concise multi-channel messages (LinkedIn, email, short video), and turns them into warm conversations and referrals.

You'll set up a simple CRM, use focused scripts, follow up without spamming, and optionally add light automation to speed up research — all while staying compliant and respectful.

1. A personal CRM to track people, messages, and outcomes
2. Optimized LinkedIn profile that attracts the right eyes
3. Concise outreach scripts for DM, email, and video
4. A follow-up cadence that gets replies without spam
5. Optional automation to speed list building (no auto-apply)

▸ MODULE 02

Platforms & tools

Lead & Outreach

3 free · 5 paid

LinkedIn · Upwork · Loom · Apollo · Cal.com · Smartlead · Fiverr · Instantly

Website Builders

0 free · 2 paid

Lovable · GoHighLevel

AI Models — 0 free · 5 paid

ChatGPT · Claude · Gemini · OpenAI · Anthropic

Dev & Hosting — 0 free · 2 paid

GitHub · VS Code

Automation — 1 free · 3 paid

Make.com · n8n · Apify · Zapier

▸ MODULE 03

Step 1 — 🎯 Choose targets with intention

Pick a role and 20–40 target companies. Gauge fit by reading several job descriptions and asking: Which makes you curious? What background can you leverage? What evidence can you build in 30–90 days? What does your local market want? Where do you want to be in 3 years?

> **Tip**
>
> Spraying applications without a niche usually yields silence. Focus first; then network.

▸ MODULE 04

Step 2 — 🧰 Tune your LinkedIn profile to be skimmable

Fill every section (about, experience, skills, projects, certifications). Front-load your About with your strongest proof — most people only see the first ~100 characters. Use a vertical list of expertise to create a quick “check mark” effect recruiters can scan.

> **Tip**
>
> Avoid overloading your profile with everything you've ever done. Curate for the target role to prevent being passed over as overqualified or off-fit.

▸ MODULE 05

Step 3 — 🌐 Stand up a simple proof hub

Host a clean, minimal site or a shareable Google Doc with work samples, case notes, or project write-ups. Link it on LinkedIn and in emails. Keep it living — document wins and insights as they happen so you always have fresh proof to share.

> **Tip**
>
> Don't attach large, downloadable portfolios. Share links — attachments add friction and reduce opens.

▸ MODULE 06

Step 4 — 📊 Build your personal CRM in Sheets

Create a Google Sheet to track outreach. Suggested columns: Company, Role, Job URL, Contact Name, Title, LinkedIn URL, Email, Channel (LI/Email/Video), Message Date, Follow-up Date, Status, Notes, Resume/Portfolio Link. Log every touch and outcome.

> **Tip**
>
> Use a warm-leads tab for people you already know. Conversations beat cold messages.

▸ MODULE 07

Step 5 — 🔎 Identify three high-leverage contacts per company

For each target, find: 1) the recruiter or hiring manager, 2) a peer in the role, 3) an adjacent leader. You'll send a tailored note to each — different angles, one clear ask.

Platform	What to do in this step
LinkedIn	Use People search → filter by Current company and Title (e.g., "Manager", role keywords). Open profiles to confirm scope; add to your Sheet.
Gmail (Email)	Find names on company "Team/Careers" pages and LinkedIn. If email isn't public, use the generic careers@ or info@ from the site and politely ask for the right contact.
Upwork	If you're a freelancer, open client job posts to learn who's hiring; tailor a short intro in your proposal and note their name/team in your Sheet.
Indeed	Open the job post → capture role and company → click "apply on company site" if present; then search LinkedIn for the likely hiring manager.

> **Tip**
>
> Avoid building your own LinkedIn scraper — anti-scraping is strong and unreliable. Manually qualify contacts for accuracy.

▸ MODULE 08

Step 6 — ✍️ Draft concise messages for each channel

Keep outreach to 3–6 sentences (or ~280 characters on LinkedIn). Lead with relevance, make one ask, and end with an easy next step (a quick call or any guidance). Use these

ready-to-edit templates.

PROMPT — LINKEDIN DM (EXPERT OPINION / INFORMATIONAL)

```
[dm] SUBJECT:
I'd be very interested to get your expert opinion on this industry and where
it's going, could you spare some time?
```

PROMPT — EMAIL TO HIRING MANAGER (SHARE RESUME + INTEREST)

```
[cold_email] SUBJECT:
Hi [Name],

I hope you’re having a good week. I see you might be leading the hiring process
at [Company] and I wanted to personally pass along my resume for the [Role] you
have open. I’d love the opportunity to speak and share how my background could
be an asset as I’m excited about the possibility of joining the team.

Hope to hear from you soon,

[Your Name]
```

PROMPT — CULTURE/ROLE INSIGHT (PEER IN THE ROLE)

```
[cold_email] SUBJECT:
Hi [Name],

See that you’ve been on the [Team/Role] at [Company] since [Year]. I’m
exploring opportunities on that team and wondered if you’d share thoughts on
what it’s been like and the culture.

Thanks in advance,

[Your Name]
```

PROMPT — LEADER OUTREACH (ARE YOU INVOLVED IN HIRING?)

```
[cold_email] SUBJECT:
Hey [Name],

See that you've been leading [Team] at [Company] since [Year]. I'm interested
in pursuing opportunities on the team and wondered if you're involved in the
hiring process. I'd love to share how my background could help.

Thanks in advance,

[Your Name]
```

PROMPT — REFERRAL VIA MUTUAL CONTACT

```
[cold_email] SUBJECT:
Hey [Name],

Was just speaking to [Referrer Name] about the role and culture — they
mentioned you're the right person to reach regarding the [Role]. Would love to
find time to connect and see how my background might align.

Thanks and looking forward,

[Your Name]
```

> **Tip**
>
> Front-load your strongest proof in line 1–2. Long intros get buried — especially on LinkedIn where everyone is messaging the same people.

▸ **MODULE 09**

Step 7 — 🚀 Send the first touch by channel

Pick the channel most likely to be seen and act now. Small, specific, timely messages outperform long pitches. Add a short line showing initiative (e.g., you reviewed their product, team, or job focus).

Platform	What to do in this step
LinkedIn	Send a connect with a 1–2 line note referencing their work/team; avoid attachments; offer a quick 10–15 min chat.
Gmail	Subject: “Quick question” or “[Role] at [Company]”. Paste your concise note and a link to your portfolio/resume (Google Doc).
Upwork	If freelancing, submit a brief proposal with one relevant example and a direct ask to chat. Keep to 4–6 lines.
Loom	Record a 60–90s video referencing their page or job and send the link via LinkedIn DM or email.
Indeed	Apply via the official flow. Then email the hiring manager with a short note and your portfolio link.

> **Tip**
>
> LinkedIn messages after applying often get buried. Email and a short Loom video raise your odds of being noticed.

▸ MODULE 10

Step 8 — 📹 Add a 60–90s Loom for high-value targets

Use Loom to personalize: say why you reached out, one way you add value, and a clear next step. Show their LinkedIn or job page on screen to prove it’s not generic.

> **Tip**
> Scroll while recording — a static screen looks like a screenshot and lowers trust.

▸ MODULE 11

Step 9 — 🔁 Follow up without being spammy

Use a light cadence: Day 0 (primary channel), Day 2 (alternate channel), Day 5 (short bump), Day 9 (final nudge). Log each in your Sheet and stop after the final message unless invited to continue.

> **Tip**
> Recruiters are often not decision-makers. Prioritize the hiring manager or their leader. If asked for an application number you don’t have, politely email the company’s recruiting/careers inbox for help.

▸ MODULE 12

Step 10 — 🧪 Tailor your resume/profile to their language

Mirror keywords from the job post (skills, tools, outcomes). Put your top 2–3 role-relevant wins above the fold — resumes are skimmed in an F-pattern. Share a Google Doc link so it’s one-click readable. Use ChatGPT or Claude to fix grammar and tighten phrasing.

> **Tip**
>
> Don’t have AI write the whole resume. Keep a solid template you control and use AI only to polish small sections for reliability.

▸ MODULE 13

Step 11 — 📮 Apply officially, then network into the team

Submit the formal application. Then message three people at the company: recruiter or hiring manager, a peer in the role, and an adjacent/team leader. Reference the application in one sentence and restate your ask.

> **Tip**
>
> Some remote roles have state/location restrictions. Check the job details before heavy outreach to avoid mismatches.

▸ MODULE 14

Step 12 — 🎤 Prep for info chats and interviews

Research the company (age, mission, key people) and the team on LinkedIn. Prepare your “Tell me about yourself” and 3–5 STAR stories. In informational chats, ask 3–4 thoughtful questions, share one relevant win, and close by asking if there’s anyone else you should speak with.

PRACTICE AIDS

STAR interview method (UC Berkeley) — Clear STAR structure overview ↗

Informational Interviewing Guide (UW) Good question lists and flow ↗

> **Tip**
> Not reading the job description before a chat makes your examples miss the mark. Skim it right before the call.

▸ MODULE 15

Step 13 — 🧩 Add role-specific credibility quickly

Tailor your proof to the niche you're courting. Examples: aiming at network engineering? Talk to actual engineers and mention any hands-on with cable/server rooms. Customer support? Share examples solving difficult problems calmly and tools you've touched (e.g., Zendesk/Intercom). Healthcare roles? Emphasize HIPAA awareness and medical terminology. If you're early-career, highlight study-driven skills like time management, collaboration, and communication.

> **Tip**
> Avoid vague claims like "interested in compliance" or "completed labs." Replace with concrete bullets about what you built, analyzed, or improved.

▸ MODULE 16

Step 14 — 📈 Review your metrics and iterate

Each week, scan your Sheet for response rates by channel and seniority. Refine subject lines and first lines that underperform. Keep a warm-leads list and re-engage periodically by sharing a relevant insight or project update.

▸ MODULE 17

Step 15 — 🤖 (Optional) Speed up research with light automation

If you're tracking many openings, automate list building (not applying). Use Apify's Indeed actor to fetch fresh postings, Make.com or n8n to watch for completion, then append rows to your Google Sheet with role, company, URL, and dates.

Platform	What to do in this step
Apify	Create account → get API key → run the Indeed bulk job scraper actor → set search (e.g., title, location, max items).
Make.com	Scenario 1: trigger actor run. Scenario 2: watch for completion → write each job to Google Sheets with role, company, URL, dates.
n8n	Add HTTP/Apify node → parse dataset → Google Sheets node to append rows. Test with a few items first.

> **Tip**
>
> Do not auto-apply via scrapers; it risks TOS violations and reputation. Also avoid LinkedIn scraping — protections are sophisticated.

▸ MODULE 18

Step 16 — 📣 Maintain light visibility

Post once or twice a week on LinkedIn using "document, don't create": brief wins, lessons, or resources. Keep the first line strong — it's what most people see. This makes cold outreach warmer over time.

▸ MODULE 19

Mistakes to avoid

🚫

MASS APPLY, NO NICHE

Sending many applications without clear role focus or skills gets ignored.

💬

LONG FIRST MESSAGES

Overly long DMs/emails get buried. Keep it short and specific.

🔗

ATTACHMENTS OVER LINKS

Large resumes/portfolios as attachments reduce opens. Share links.

👤

ONLY PINGING RECRUITERS

Recruiters may not decide. Prioritize hiring managers or their leaders.

🔍

IGNORING THE JD

Not tailoring to the job's keywords/skills misses what they need.

🧱

OVERLOADED LINKEDIN

Too much info makes you look off-fit. Curate for the target role.

🤖

AUTO-APPLYING WITH SCRAPERS

Violates TOS and harms reputation. Use automation only for research.

🔒

LOCATION MISMATCHES

Some remote jobs restrict states. Check before deep outreach.

🗣️

UNPREPARED INTRO

A weak "Tell me about yourself" undercuts strong resumes.

▸ MODULE 20

Salary Estimate

$20–$22/hour

Seresti Health enrollment specialist inside sales representative (source-reported)

$24–$30/hour

Park Aid overnight customer support associate, part-time (source-reported)

$24–$30/hour

Park Aid customer support associate, floating schedule (source-reported)

$50–$60/survey

Prolific surveys (example-only, source-reported)

▸ MODULE 21

Resources

RESOURCES

STAR interview method (UC Berkeley) — Concise STAR framework to structure stories ↗

Informational Interviewing Guide (University of Washington) — Planning, questions, and etiquette ↗

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THE JOBHACKI ARSENAL

What All-Access members get

All 7 JobHacki tools on one membership.

Hack your career.

AI Auto Apply

Swipe real jobs. We get each application ready; you check it and press submit.

Job Directory

Live jobs pulled straight from company hiring systems.

Resume Builder

A role-ready resume in minutes.

Resume Match

A 0-100 match score against live roles.

Interview Role Play

Free practice tests with an account; voice mock interview after the trial.

Playbook Directory

Step-by-step income and job playbooks.

Tool Directory

Tools, prompts, GitHub repos and GPTs, by category.

Create your free account

Get All-Access — see price and terms

See the community & what's inside

A free account opens the job hubs, playbook library, Tool Directory and Interview Role Play's practice tests.

Learn More →

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