

130 Water Street
New York, NY 10005
TEL:(212) 968-1200
www.pinnaclegroup.com



PO Box 2800, #265
Carefree, AZ 85377
TEL:(480) 488-4490
FAX:(480) 488-5009

**WELCOME TO THE CANDIDATE INFORMATION CAREER SECTION –
WHAT TO EXPECT IN YOUR SEARCH**

In designing this section of the site, we felt strongly that its title should be “Candidates” and not just “Jobs” or “Employment”. That stems from our philosophy about meaningful work. In this industry, the amount of time we each spend in our chosen employment is significant. For each of us at Pinnacle Group, that meant choosing wisely the work we have selected and it’s one of the touchstones of our advice to candidates and clients – making sure that the “fit” is right in any career move.

My objective in these columns is to help you find the career in which you’ll feel as fulfilled as I do. I’ll introduce you to the folks at our firm over the coming weeks and also to some strategies for advancing your own career - ranging from deciding what kind of opportunities will appeal to you, how to position yourself to be the winning candidate in a competitive field of candidates, and how to negotiate for the compensation and other components of your next opportunity so that you will feel fulfilled for many years to come. We’ll look at compensation trends, ways to make your resume stand out above the others, tips on acing phone and personal interviews, weighing competing offers and ideas on how to get the offer you want.

It’s my goal to keep you thinking about your career throughout the year and not just at bonus time or when you’re fed up and ready to move on (or worse, when you’ve lost your job). The most successful careers are built by evaluating where you are and where you want to be throughout the course of your career so that you can make strategic moves. In this column, I’ll help you devise strategies for growing your career from where you are (or making a career shift, if that’s what’s right for you). That means understanding how to build and maintain a strong relationship with a recruiting firm and how to leverage the networks around you. We’ll cover ways to manage the elusive “work/life balance” and, in some columns, we’ll look at the unique challenges facing candidates in transition or those looking to break into the industry.

Of course, if there’s a particular topic you’d like to see covered in the column, please email me at dpalmieri@pinnaclegroup.com.

Our motto is “Building businesses ... one career, one relationship, at a time.” Looking forward to both bringing you the tools to build your career and to building a relationship with you!

Be well!
Denise
