

HOW A RECRUITER CAN HELP YOU?

Thursday, December 1, 2022

10:00 – 11:30

Kim Petersen, Executive Recruiter

Tara Schultz, Executive Recruiter



**Nice to
Meet you.
Let us
introduce
ourselves.**



**Kim Petersen,
Retired Chief of Police**

- 25 Years of Service with the City of Fremont
- First female SWAT team member/team leader
- Former professional soccer player, J-League Japan

**Tara Schultz,
Retired City Manager**

- Worked for 3 cities
- Started as an Intern
- Held the positions of Assistant to the City Manager, Deputy City Manager, Interim Library Director, Administrative Services Director, Assistant City Manager, Development Services Director, Human Resources Director, City Manager





AS AN AGENCY SEEKING
CANDIDATES...

WHAT DOES AN EXECUTIVE
RECRUITER BRING TO THE
TABLE?

Why Ask Us To Recruit For You?

Have knowledge of the job market

Are familiar with potential candidates and applicant pools

Serve as a coach to applicants for their success

Understand comparative salary and benefits

Actively seek and find applicants (don't "post and pray")

P&M provides a thorough and complete search process for one price

Talk directly and frequently with clients and applicants

Interact with municipal leadership and are knowledgeable of different organizational needs

Tailor our search to what your municipal agency is looking for



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AS A CANDIDATE SEEKING A
NEW POSITION...

WHAT CAN AN EXECUTIVE
RECRUITER DO FOR YOU?



How Can We Help You Be the Better Candidate?



You are the commodity we need

Read the Candidate Profile & Ask constructive questions.

Be Honest

Customize your Cover Letter & Resume – Connect the Dots

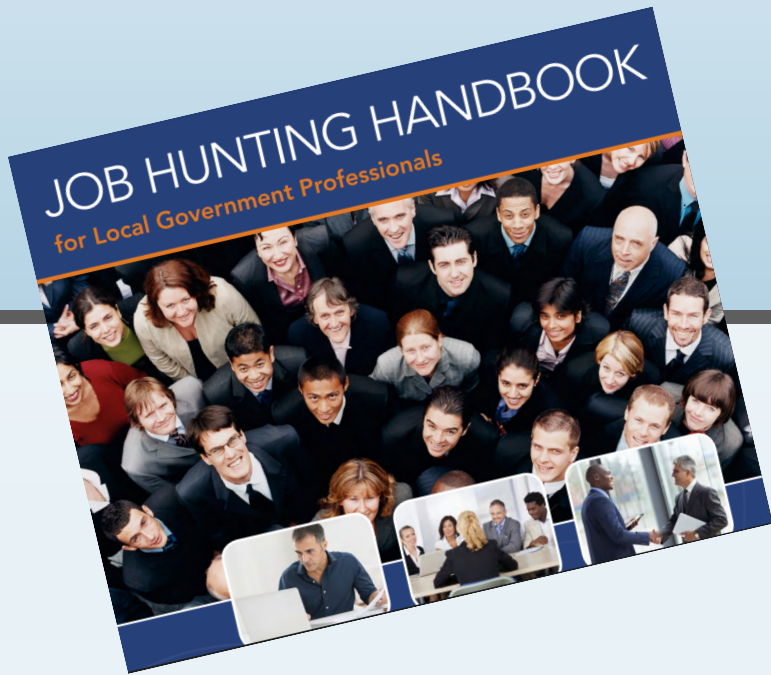
Practice your Interview Skills

Check your social media presence

Do your research

Be positive

Recruitment Resources for Strategies & Information



ICMA
League of California Cities
Regional Organizations
Professional Associations
Networking
Recruiters
LinkedIn

QUESTIONS?

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