



## ALAN KIRSHNER

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Alan Kirshner is a Career Coach and Guide who helps people who are lost in the forest of job search by providing the tools, strategy and encouragement to secure the job of their dreams. He uses a customized approach which caters to the career goals, needs, potential and unique challenges of each person.

Alan is an active listener who takes the time to get to know each client holistically. This approach allows him to help individuals develop optimum career strategies and conduct successful job searches leading to clients attaining their employment goals.

Prior to becoming a Coach, Alan enjoyed an extensive career in a variety of companies in the Pharmaceutical, Telecommunications, and Consumer Products industries. He has hired, led, managed, and mentored employees at various levels and at all stages of their careers.

### Expertise

- Job Search Strategies
- Interview Preparation
- Salary & Benefits Negotiation
- Résumé Writing
- Networking
- Career Change
- LinkedIn Profile Creation
- Goal Setting
- Personal Branding

### Accomplishments

- Coached hundreds of job seekers on resumé, LinkedIn, networking, and job search strategies resulting in job offers.
- Performed 100+ mock interviews with graduate and undergraduate students at two major Universities.
- Frequent Presenter (both in-person and virtually) at Job Seekers Support groups.
- Twice awarded the New Jersey State Governor's Jefferson Award in 2018 for volunteer career coaching.

### Education

M.B.A., Finance, Fairleigh Dickinson University  
B.A., Economics, Rutgers University

### Memberships

International Coaching Federation (ICF) New Jersey Community Group  
New Start Career Network – Rutgers University (Volunteer Career Coach)  
Professional Services Group of Mercer County, NJ – Executive Board Member

