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# The art of making it past the inbox

5 tips to better help you get  
interviewed, considered, and hired.

# Who am I?

- Creative Director at The Sher Agency. I manage 20 active projects and 12 designers & developers.
- UX Consultant for Neurology Associates Neuroscience Center in Chandler, AZ.
- Worked full-time as a freelancer between 2017-2019 offering UX/UI & strategy
- Got a job consulting with one of the largest agencies here in Southern Arizona at just 19 years old



# Tip #1

Personal capabilities deck vs. a resume.



View

200%

+

Play

Keynote Live

Table

Chart

Text

Shape

Media

Comment

Forward

Backward

Group

Ungroup

Colors

Adjust

Bigger

Smaller

Hide Guides

Format

Animate

Document

Andrew Schultz

Role: UX/UI Designer

1

Cover Letter

Dear [Company Name] Hiring Manager,

Thank you for the opportunity to apply for this vital role within your company. I understand with user experience designers that being able to solve the problems, not just the first problem, is crucial in selecting the more suitable candidate. So I put together a quick brief of my previous experience and provided four case studies that demonstrate my ability to solve user experience design.

Currently, I'm working as a Creative Director for a web design agency in Tucson, AZ, but I'm seeking opportunities that would open the door to innovation in Atlanta. I truly believe that I will be a great asset to your team because of my diverse experience over the past few years, paired alongside my ability to view things with an innovative spirit of view and create tangible business solutions using design.

Please don't hesitate to reach out with any questions, or if you want to discuss anything I presented more in depth. Again, thank you and I look forward to talking with you over the phone.

Sincerely,  
Andrew Schultz

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Goal

The goal of this deck is to introduce myself to the [Company Name] Team. In addition to sharing four select case studies.

3

My Background: An Overview

Visual Designer for over seven years

Managed a team of 12+ designers from 2013-2017

Currently manage a team of 12 workers on 15-20 website projects a month

UX Designer in SaaS, E-commerce, Healthcare, Financial, Oil & Gas, Real Estate, Marketing Agencies, and branding

Freelance UX Design Consultant & Web Designer for 4+ years (See Studio Attached)

Extended knowledge of self-management, managing reimbursements, and traveling for work.

4

3 SHARES

5

“

An emerging entrepreneur, Andrew's work ethic and creative approach to today's ever-evolving digital world. As an advertising agency owner, I value the progressive knowledge he brings to my business. If you need to grow your bottom line, I highly encourage bringing Andrew on board.

Lindsey Thomas

6

“

For many years now, Andrew has been an integral part of my business. He's a rare breed - a gifted designer, a talented developer, and has the unique resource of being able to consistently meet all my revenue streams and maintain profits to boot. Andrew is one of the hardest workers I know (often voluntarily working through the night) and gets along with everyone on my team. Hiring Andrew was one of the best decisions I've made in my career. I'm happy to verify this information if you contact me!

Max Sher

7

“

Andrew is a phenomenal designer who works extremely hard to ensure that client satisfaction. I don't say enough good things about his work ethic, dedication, and overall quality of services. He's the best designer we have found here on Upwork and more over time.

Chad Nelson

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Aim

1. Transition into a corporate level and work on larger projects with longer life cycles
2. Find a company to grow with longterm
3. Apply my past experience to new projects
4. Re-locate to Atlanta, GA

9

Case Study 1

10

Brand Strategy & Website for New Local Automotive Shop

CLIENT: [Name]

CHALLENGE: [Text]

RESULTS: [Text]

11

PHOTOS FROM BRAND STRATEGY & POSITIONING SESSION

12

PHOTOS FROM BRAND STRATEGY & POSITIONING SESSION

13

Hide skipped slides

@andrewjschultz

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# Tip #2

Define your decision maker.

# The Exercise

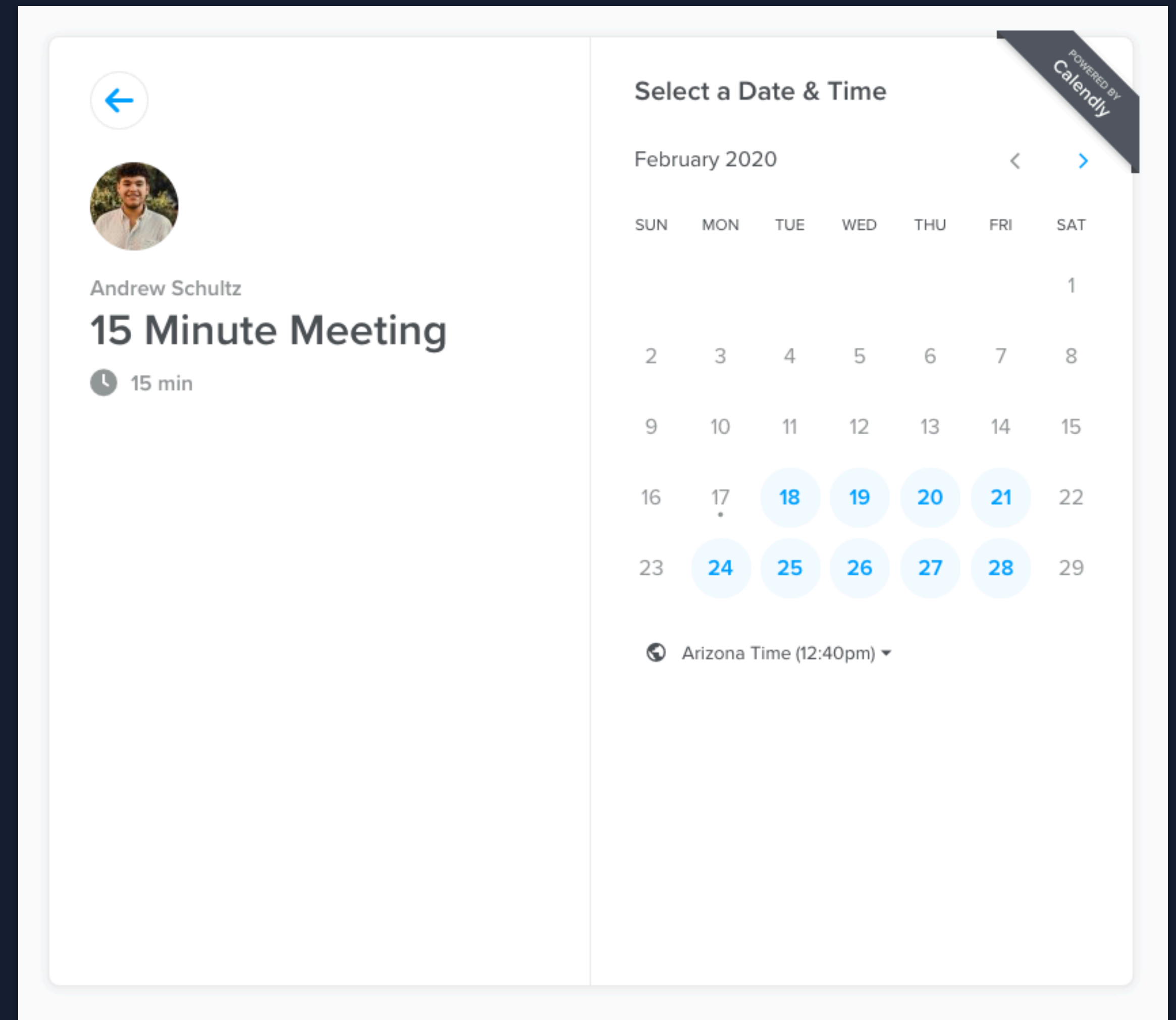
Who are they?	What are they looking for?	How can you help?	What makes you different?
<ul style="list-style-type: none"><li>• What can we assume about them?</li><li>• What characteristics make up who they are?</li></ul>	<ul style="list-style-type: none"><li>• What things do they personally want to gain from hiring someone?</li></ul>	<ul style="list-style-type: none"><li>• What soft-skills do you bring to the job?</li><li>• How do you fit into solving their personal needs?</li></ul>	<ul style="list-style-type: none"><li>• If you're in a room with 99 other people, what would make you stand out?</li></ul>

# Tip #3

Remove barriers of communication.

# Calendly

- Free
- Allows hiring managers to book a time directly on your calendar





# Easy to remember email address

joe47schmo18wqzxy@gmail.com



joe.schmo@gmail.com **or** joe@joeschmo.com

# Tip #4

Treat your interview like a conversation.

# Tip #5

Build and maintain the relationship.

# Thank You.

 @andrewjschultz

 /in/ajsdesign

*If you'd like a copy of my capabilities deck,  
DM me on instagram @andrewjschultz*

