

Finding Nonprofit Jobs **by Sonia J. Stamm, Principal, The Stamm Consultancy**

Q: What is the best way to get a job in the nonprofit sector? I've used websites, such as: idealist.org and craigslist.org {and of course www.findnonprofitjobs.org}, and sent resumes with cover letters, (but) what else should I be doing?

A: Modern technology makes it increasingly easier to find new opportunities, in most any sector, but that's only a first step in actually *getting* a job. Without exception, the most effective tool in any job search is networking. In the nonprofit sector, where the time, expertise and resources for hiring are especially scarce, leaders rely upon their networks for everything from cabinets to computers, not to mention job candidates.

So what can you do? Get involved. Use the internet and other research tools to identify the positions and organizations that appeal to you, then get visible. Attend events, take workshops, join a board, volunteer. Such activities will not only expand your contact base and keep you in front of potential employers, they will also enhance your resume with relevant knowledge and skills. Remember, nonprofit employers need to know that you understand what it means to work in this sector. Demonstrate your commitment.

Obviously, there are other steps you can take as well. Start by reviewing your resume. Does it reflect the experience required for the positions you seek? Does it assure nonprofit employers that you bring transferable skills? Consider ways to legitimately enhance your marketability. Emphasize experience from the paid -- and unpaid -- work that's most similar. Augment your education with a certificate in nonprofit management or fundraising. Address potential concerns about "fit" in your cover letter.

Remember, your job is to make it easy for prospective employers to hire you -- make sure they know who you are, what you can do, and what you're willing to contribute to their nonprofit organizations.

{Editor's note: Remember that for just \$30, you can post your own credentials in the "Hire Me" section of www.findnonprofitjobs.org. If this is a confidential search, set up a free email box on gmail, hotmail, yahoo,etc. just for this purpose.}