

You've struggled for years to attain professional experience. You took your studies seriously, securing a master's degree in your chosen field. Now, you've been laid off, and you have commenced a new job search. But everywhere you go, the response seems to be the same you're overqualified. Employers don't want to hire you because they fear that you'll depart quickly, after you've been offered a position with a better job title. They also believe you'll be unhappy settling for a position that is beneath you. In such a job climate, what is an applicant to do?

### **Draw support from your references**

Talk about the situation with your references. Let them know that you are eager to start working again, and you don't mind taking a lower position than the one you held previously. Your references carry a great deal of weight, and they may just be able to persuade an employer to hire you, even if you appear to be overqualified on paper.

### **De-emphasize job titles**

You might consider crafting your resume in such a way that you de-emphasize job titles. Instead, focus on skills particularly on those skills that are required for the position that you're applying for. In this way, you may be able to convince a prospective employer that you are right for the job.

### **Salary must be irrelevant**

It is critically important that you do not emphasize salary in your discussions with a prospective employer. You need to stress the fact that you have a great deal of flexibility when it comes to salary. That way, salary does not become a stumbling block in your negotiations.

### **Stress what you can do for the employer**

You should let the interviewer know that there are definite financial advantages to hiring you. This is particularly true if you can note instances when you generated money for your business or contributed to cost-savings. In other words, you need to convince the employer that he or she cannot afford **not** to hire you.

### **Indicate your belief in teamwork**

Stress the fact that you recognize that a workforce is a team that no one can go it alone. Demonstrate the fact that you want to be a vital member of the corporate team not a grand-stander. In this way, the employer might be able to better visualize your place within the organization.

**Show your enthusiasm**

One of the most important things you can do is the show your enthusiasm. There is nothing more appealing than an employee who truly enjoys his or her work. Your enthusiasm will promote a positive image, allowing you to be viewed in the best possible light. Also, your enthusiasm can be contagious it may inspire the employer to hire you, despite the fact that you might be overqualified.

**Resist the temptation to conceal**

If you have been viewed as overqualified, you may be tempted to simply leave your Master's degree off your resume or change your position titles. It is never a good idea to conceal important information from your prospective employer. If your employer finds out that you have been less than honest, you might lose his or her trust.