

Missing the point

When receiving a CV for a candidate from a recruitment agency, a client assumes that his/her skills are going to be listed in order of relevance to the position. It would not seem so...

I am recruiting for an advertising sales person, and received a lengthy CV, covering only half of the candidate's background (he's my age, so I can't help but wonder what he was doing in the 8 years between matric and 1998), but his CV - retyped by the agency - lists his skills starting with his outstanding ability to create PowerPoint presentations. Am I naive in assuming that his number one, most important, most sellable skill would be that he could sell? And yet, although research, building relationships, and any amount of other gumph is listed in his impressive background. Anything BUT the fact that he can sell. Do other recruiting clients out there have similar experiences?

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