

FICTIONAL EXAMPLE / JORDAN / PART 1 OF 3

Choose a direction you can defend

From depot operations to an operations leadership role

Decision: Lead with demonstrated skills, then target the teams that need them.

Your starting point

Jordan is a fictional candidate with depot-operations and carrier-coordination experience. The goal is an operations leadership role where those skills address a concrete business need. This example does not establish current vacancies, compensation, or any employer's willingness to hire.

Recommended direction

Prioritize operations lead or operations manager roles in mid-size logistics businesses. Explore teams facing coordination and delivery-consistency problems, including those without a matching advertised job title. An unposted opportunity remains a hypothesis until an employer confirms the need.

Transferable skills and proof

Build an evidence inventory around team coordination, carrier negotiation, operational problem-solving, and process consistency. For each skill, record one actual situation, the action taken, and a result that can be substantiated. Do not invent percentages, savings, job scope, or credentials to strengthen a pitch.

Alternatives and tradeoffs

A larger employer may provide clearer roles and development paths but narrower scope. A smaller business may offer broader responsibility with less support. Compare the work, manager, location, hours, stability, and compensation with personal priorities rather than pursuing a title alone.

FICTIONAL EXAMPLE / JORDAN / PART 2 OF 3

Turn your experience into a conversation

Capability-led positioning draft

I bring practical depot-operations and carrier-coordination experience. I am looking for an operations team where I can help improve day-to-day coordination and delivery consistency. I would welcome a conversation about your team's current priorities and where my experience could contribute.

Target-employer research

Select five real employers to investigate. For each, record its official website, relevant operating team, a dated source for the business context, and the person responsible for the work. Northline Logistics appears in the walkthrough only as a fictional example; it is not a verified lead. No target in this sample is a confirmed opening.

Skill-gap plan

Compare real role requirements with evidence of skills already demonstrated. Separate essential credentials from preferences. Identify the smallest useful learning project or work example that addresses a genuine gap. Time estimates should be adjusted to the candidate's actual availability and measured progress.

Initial outreach draft

Subject: A conversation about your operations team. Hello [verified name], I am exploring operations leadership opportunities and would like to understand your team's priorities. My relevant experience includes [one defensible example]. Is there a coordination or operating problem where that background could be useful? Would you be open to a short conversation? Best, Jordan.

Before sending

Replace every bracketed field, verify the person's role and contact details, and tailor the message to an actual need. These are reviewable drafts; no messages are sent by this example.

FICTIONAL EXAMPLE / JORDAN / PART 3 OF 3

A focused search you can act on

This week

Choose five target employers. Prepare one concise case study using a real operating problem, your actions, and supportable results. Research the relevant teams and review the pitch with an advisor. Deliverable: an evidence inventory, target list, and personalized first-contact drafts.

Contact and follow-up sequence

Day 1: send a reviewed introduction through your chosen channel. Day 5: offer one useful, relevant work example. Day 12: close the loop politely. These are suggested intervals, not scheduled messages. Stop after a decline or a request not to be contacted.

Follow-up draft

Hello [verified name], following up on my note about your operations team. I would be happy to walk through [specific work example]. If you are not the right person, would you be comfortable pointing me toward the team responsible? Thank you, Jordan.

Your weekly review

Track employer, verified contact, channel, date, response, and next action. Review whether conversations confirm the proposed business need. Revise the target list or positioning when the evidence changes. Measure useful conversations and learning, not just application volume.

Reasons to change direction

Reconsider roles that conflict with non-negotiable location, hours, or income needs. Do not anchor a negotiation to an unverified salary range. If employers consistently need a credential or capability that is missing, assess the cost and time to close that gap before committing to this direction.