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Overcoming Lack of Relevant Work Experience

Matt, a recent graduate, is extremely frustrated, having been turned down on numerous job applications for a first-line managerial position because he “did not have relevant work experience.” He was an outstanding student and has only applied for positions for which he met all requirements except the one for work experience.

The only experience listed on Matt’s résumé is *part-time bartender*. He chose a bartending job at an upscale restaurant near campus because the schedule allowed him to be a full-time student and his earnings were better than he could get in any other job. For the past year, Matt was the head bartender, worked five nights a week, and had total responsibility for managing the bar, the other bartenders (hiring, scheduling, etc.), and all beverage services for the restaurant and bar, including preparing the bar for opening and closing.