

Let's Negotiate

With Ashley at Bendyworks

Technical Consulting Sales and Sales Management

Placed over 100 consultants
on assignment

Managed high performing
teams

At Bendyworks, I'm
responsible for both client
and developer happiness.

Negotiate rate with
clients, on behalf of
consultants

Negotiate rate with
employees

Negotiated for myself

The Value Proposition

PLEASE rescue me
from this terrible
job!

I sell between 2.5m
and 3.5m a year, and
I'm confident I can
do that for you.

Stack the deck

- try to garner multiple job offers
- this will be a numbers game!
- Wherever possible, don't 'need' a job
- Know your worth
- Don't wait!

Beware of 'Ranges'

What are you looking to make at your next job?



**\$55k-\$75k,
depending on
benefits**

Non-monetary wiggle room

-Health Insurance

-PTO

-Flexibility

-etc etc etc

**Don't give any of this
away in the first round!**

What should you say?

-That's a good offer. What more can you do?

-I was really hoping for something more like X. Can you get close?

-Do you have some room to negotiate?

-I'm looking at 2 offers side by side. I prefer the work at your company. Can you beat this other offer?

Quick Tips

- Communicate by e-mail if you're more comfortable that way
- Don't accept an offer on the same day
- Pretend you're negotiating on behalf of your family or pets
- Your value is highest before you start
- Remember, you're likely the only one in the negotiation focusing on your shortcomings
- they are coming to you because they need YOUR help

@AshleyPQPQP

Thank you!

Thanks to Bendyworks!

Thanks to Better By Design!

@AshleyPQPQP