



AI at Work

**Networking, Applying, and the Skills
Recruiters Want Now**

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Today's Session

Three practical mini modules, built around how AI now touches every stage of your job search.



MODULE 1 AI for Networking

Using AI to research, reach out, and build genuine connections.



MODULE 2 AI for Applying

CVs, cover letters, and the AI both sides of the desk are using.



MODULE 3 Skills Recruiters Want

What's rising in value now AI handles the routine work.

By the end of this session, you'll be able to: draft AI-assisted networking messages that still sound like you, spot where AI helps (and hurts) an application and describe the human skills employers now rank above technical ones.

Why This Matters Right Now

AI has moved from novelty to default on both sides of the hiring process.

Most large employers now use AI somewhere in their recruitment process — from sifting CVs to scheduling and initial screening.

Both sides of the desk are using AI: candidates draft applications with it, recruiters screen with it. Authenticity is what separates you.

Human Skill rise in value exactly where AI can't reach — judgement, empathy, and adaptability are what get you shortlisted and hired.



MODULE 1

AI for Networking

Research, reach out, and build real connections faster.

What AI-Powered Networking Looks Like

AI doesn't network for you — it researches so you can show up better prepared.



Research, fast

Summarise someone's career path, interests, or company news before you message



First-draft messages

Generate a draft for a connection request then rewrite it in your own voice.



Finding common ground

Spot genuine overlaps between your background and theirs



Tracking your network

Organise contacts, conversation notes, and follow-up timing so nothing falls through the cracks.

Confessions of an AI Job Hunter

- 1 Have you ever used AI to draft a LinkedIn message?
- 2 Have you ever sent an AI-drafted message without editing it?
- 3 Do you think a recruiter can tell when a message is AI-written?
- 4 Would you feel comfortable telling a recruiter you used AI to prepare?

AI Networking: Do's and Don'ts

It isn't whether you used AI but does the message still sounds like you.

✓ Do

- Use AI to draft, then rewrite in your own words and tone
- Ask AI to summarise someone's background before you reach out
- Personalise every AI-assisted draft with real, specific detail
- Use it to tighten a message that's too long or unclear

✗ Don't

- Send an unedited AI draft — generic phrasing is easy to spot
- Let AI invent shared experience or connections that aren't real
- Use identical AI-generated messages for multiple contacts
- Claim expertise or interests the AI added that aren't genuinely yours

Live Message Rewrite

In pairs: take the generic draft below and personalise it in 5 minutes.

GENERIC AI DRAFT

"Hi [Name], I came across your profile and was impressed by your career journey. I would love to connect and learn more about opportunities at your company. Looking forward to hearing from you."

YOUR REWRITE — ADD:

- 1 specific detail about them** (a talk, a post, a project)
- 1 specific detail about you** (why you, specifically, are reaching out)
- 1 clear, small ask** (a 15-minute call, one question, an intro)



MODULE 2

AI for Applying

CVs, cover letters, and what's happening on the other side of the screen.

AI in the Application Process

AI now touches almost every stage — know where it helps, and where it can work against you.



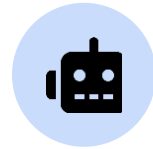
Tailoring your CV

Restructuring, and matching language to a job description.



Drafting cover letters

A useful framework—recruiters will spot an unpersonalised one.



ATS & AI screening

Many employers now use software to sift applications before a human sees them.



Interview preparation

Practising answers, anticipating questions, and refining your story.

LIVE ACTIVITY · PAIRS

AI CV Detective

Compare a raw AI-generated bullet point with an edited version. Spot the difference.

RAW AI OUTPUT

"Responsible for managing tasks and helping the team achieve goals through effective communication and collaboration."

Generic. No evidence, no scale, no result. Could describe almost anyone.

Example EDITED WITH EVIDENCE

"Coordinated a 6-person student volunteering rota across 3 sites, cutting missed shifts by half over one term through a shared sign-up system I introduced."

Specific number, specific action, specific result — and it can only be about you.

What Employer AI Screening Looks For

Understanding the filter helps you write for a human without gaming the system.

Keyword & skills matching

Software checks your CV language against the job description, mirror its terms honestly.

Consistency checks

Dates, job titles, and skills claims are cross-checked; unexplained gaps or inflated claims stand out.

Structure & formatting

Clean, standard formatting parses correctly, heavy graphics or tables can be misread or dropped.

AI-generated text detection

Some tools flag likely AI-written cover letters, another reason to always personalise your final draft.

LIVE ACTIVITY · SOLO

Live Prompt Rewrite

A better prompt gets you a draft worth editing, not one worth deleting.

WEAK PROMPT

"Write me a cover letter for a marketing job."

STRONG PROMPT

"Here is the job description [paste] and my CV [paste]. Draft a cover letter opening paragraph that connects my [specific project/module] to their [specific requirement]. Keep it under 100 words, plain language, avoid clichés like 'passionate' or 'dynamic'."



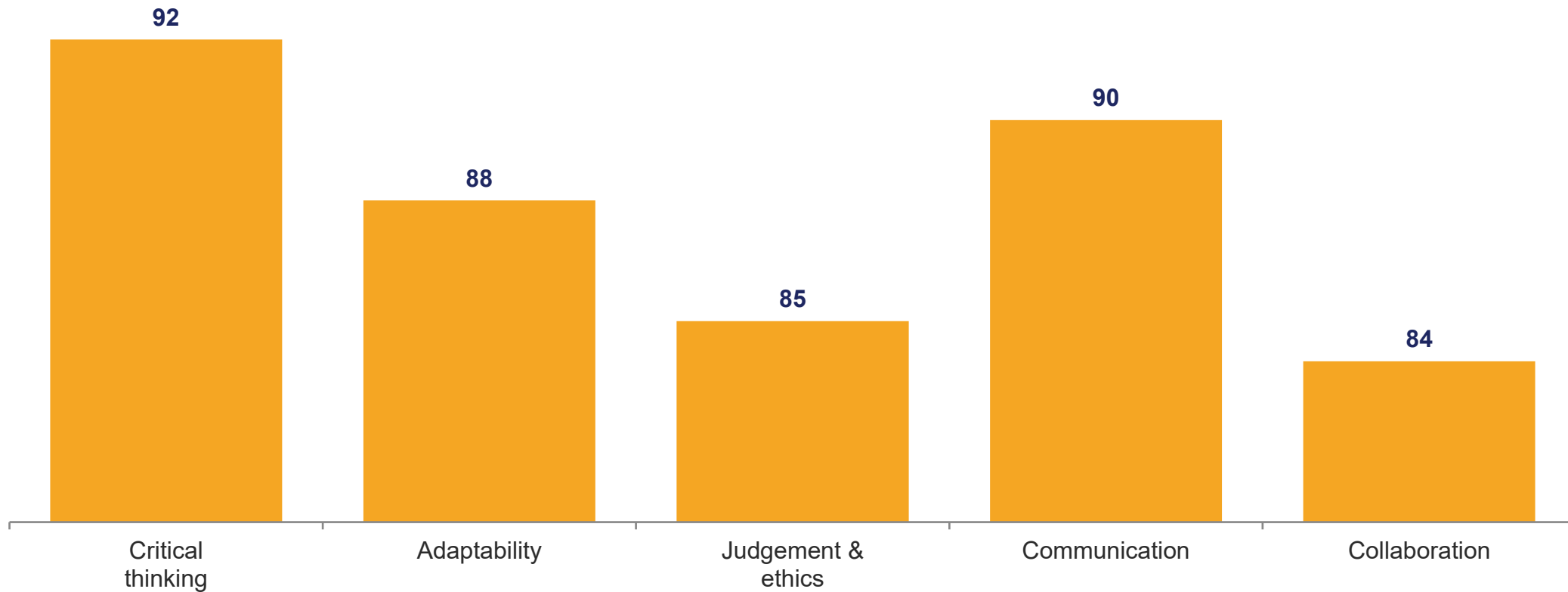
MODULE 3

Skills Recruiters Want Now

What do recruiters want you to demonstrate? What is rising in value now AI handles the routine work?

What's Rising in Employer Demand

As AI absorbs routine tasks, employers increasingly ask for skills AI struggles to replicate.



Illustrative ranking based on recurring themes in employer and graduate-recruiter feedback

Skills AI Can't Replace

These are exactly the skills to foreground in interviews and applications.



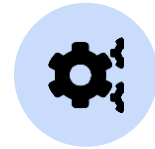
Judgement

Weighing context, nuance, and consequence. Knowing when a rule doesn't quite fit the situation.



Empathy

Reading a room, a client, or a colleague, and adapting how to communicate.



Adaptability

Handling ambiguity and change without a script. Something AI still struggles to model.



Ethical accountability

Owning a decision and its consequences in a way no tool can do on your behalf.

Where AI and Green Skills Meet

Two of the biggest shifts in the modern workplace aren't separate, they overlap.

Employers increasingly want candidates who can use AI tools responsibly and sustainably, not just efficiently.

Sustainability roles now routinely involve AI-driven data analysis, from carbon reporting to resource modelling.

Both areas reward the same underlying skill: translating a fast-moving, technical topic into a clear business case.

The Macro Economic Shift



- **The structural decoupling of growth from emissions:** Green growth model: circular and productive; smart inventory systems; fast track supply chains; ESG bonds; operational costs consistently decline alongside improved resource efficiency
- **The pace of acceleration:** AI democratisation and the green skills imperative, the next five years are projected to experience more macroeconomic and workplace disruption than the previous twenty
- **Talent deficit:** Demand for green skills +230% (2017-2024); 30 million new green jobs globally by 2030
- **New high-grow sectors:** Renewables; sustainable tech and AI, circular fashion economy



Green skills

Hard/Technical Skills

- **Carbon accounting** (using the formula: $\text{Emissions} = \text{Activity Data} \times \text{Emission Factor}$)
- **Lifecycle Assessments (LCA)** to track a product from cradle to grave
- **ESG Reporting**
Navigating frameworks like ISSB and CSRD

Soft/Transferable Skills

- **Systems thinking**
ability to identify and map cause and effect across global supply chains
- **Critical green literacy**
ability to audit data and spot corporate greenwashing
- **Communication skills**
ability to translate complex technical data to financial stakeholders and influence their decisions



The Green Spectrum



Dark Green

Dedicated ecological roles for direct environmental preservations

Examples: Solar Engineer, Climate Scientist, Conservationist

Light Green

Traditional functional roles explicitly redesigned to eliminate operational waste

Examples: Sustainability Marketing Officer, Green HR, Circular Logistics Specialist

Green-Enabled

Commercial roles providing compliance, financial capital, and reporting for the transition

Examples: ESG Accountant, Sustainable Finance Analyst, Corporate Lawyer

Articulating Skills: CARR

Use CARR to turn today's skills into evidence an application or interview can use.

C Context

Briefly set the scene: where, when, and what was at stake.

A Action

What you specifically did, including any AI tools used and how.

R Result

The measurable outcome: a number or change.

R Reflection

What you'd repeat, do differently, or learned about yourself.

Try it now: pick one AI-assisted moment from today's activities and frame it in one CARR sentence.

Your Next Steps

- 1 This week: rewrite one AI-drafted message or CV bullet using what we covered today.
 - 2 Before your next application: run it past the CV/cover letter checklist on MyAdvantage.
 - 3 Ongoing: You have 2 years post graduation support and there are workshops across the summer on Networking and green skills, book on My advantage.
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WE WANT
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VOICE

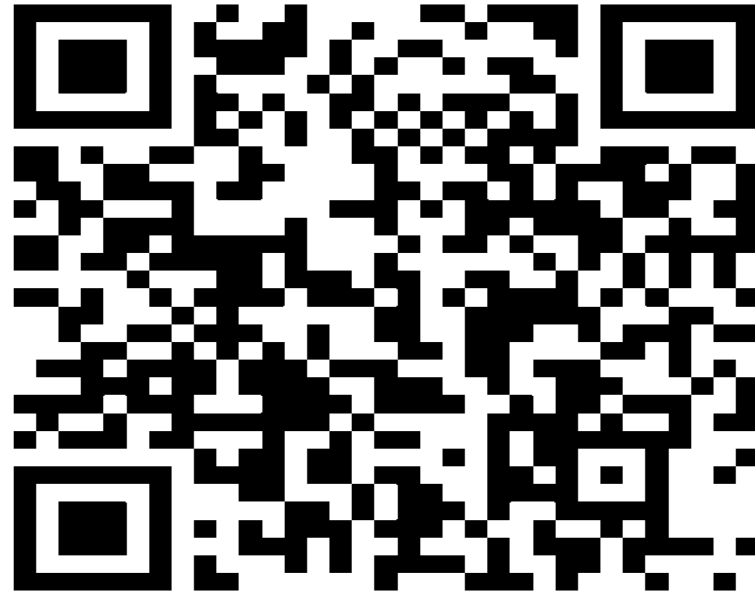
Share your feedback today.
It's **Quick** and **Anonymous**

SCAN ME





Thank you !



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