

Case Study: Salary Negotiation

We helped Felipe increase his annual offer from \$270,000 to \$320,000.

Premise:

- Target job: Software Engineer
- Location: San Jose, CA
- Salary Data: He was already earning \$250,000+/year, but wanted to see if he could cross the \$300,000 mark.
- Interviewing with: One of the FAANG companies.

The Problem:

He kept getting lowball offers because he was being pigeonholed into manager roles (\$100,000 - \$150,000). Also, salary data for the target role was very scattered, ranging from \$300,000 to \$650,000+.

Here is what I did to help Felipe:

- 1** Narrowed down the maximum salary range to \$400,000. Mapped out Felipe's goals with \$300,000 as the target.
- 2** Helped Felipe portray himself as a technical expert, as opposed to a mere project coordinator, via interview coaching.
- 3** Navigated through the offer and counter-offers, providing detailed emails to share with the recruiting team.

Return on Investment

He invested in our interview coaching and salary negotiation services for \$2400...

... and his take-home pay bumped up by \$70,000/year from his previous job.

(The overall offer went from \$272,000 to \$3232,000/year, a **\$51,000/year** increase.)

Would you like us to help you secure a highly-competitive offer, too?

Click here to invest in our Salary Negotiation services.

[Book Service](#)

If you would prefer to speak to us about the service first, click here to schedule a consultation call with us.

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