

Non-verbal communication plays a fundamental role in demonstrating your professional motivation, .4. 1 which is intuitively recognized by the recruiter.

Prioritize Self-Reflection Before the Interview: To provide a well-supported and reasoned answer to the recruiter, you must first take the time to reflect on your sources of motivation. Be ready to answer the question, "What exactly motivates you?" and illustrate your answer with concrete, positive examples. Besides the job itself, emphasize your interest in the company: its values, reputation, commitment, etc. In many cases, the recruiter will ask the traditional question: "What are your motivations for this position?" Practice beforehand to clearly convey your motivation and enthusiasm for securing this job.

Highlight Your Profile's Match with the Job: Look for similarities between your CV, your skills, and the job posting, then take the time to showcase them. This introspection will help you create a clear profile of your motivation and adapt your speech (and even your job search) accordingly.

Use Positive Language: During the interview, and even before being asked directly, clearly express your motivation to the recruiter using positive and enthusiastic vocabulary. If you are applying for a job that continues your career path, don't hesitate to explain how you want to use your acquired skills for your future role in the company. Such explicit statements are not to be avoided—quite the opposite!

Maintain a Positive General Attitude: Your general demeanor also demonstrates motivation. Positive behavior, a smile, active listening, and nodding are all signs that show enthusiasm. You can also describe how your skills motivate you to take on new responsibilities where they will be better utilized. Your goal is to convince the recruiter that you are the perfect fit for the job and that you possess the necessary qualities.

Expressing Your Motivation for a Job: How can you express your interest in a position? Your attitude and wording are crucial. Once this is done, you can list precisely what motivates you about the job you are applying for. How can you demonstrate your desire to join a company if you physically distance yourself, don't smile, or show disengagement?

Highlight Your Experience: Your past experience can influence your motivation for a new position. What doesn't suit you? What do you need to be fulfilled?

EXAMPLES