Show your business value:
The difference between a good resume and one that works

Why your resume needs to be more than a job description and how you can change that.

We see it every day at cyberunity.

Resumes from experienced cybersecurity professionals who have skills and experience. Who have managed complex projects and secured systems. But who still don't get interviews.

Why? Because the CV lists what they have done and not what impact they have made.

Does this sound familiar?

- *Responsible for monitoring the company infrastructure*

- *Conducting vulnerability assessments*

- *Leading the incident response team*

Solid. But not enough for professional/senior level.

The hiring manager reads this and thinks: okay, so what? Did you prevent attacks? Improve processes? What strategic decisions did you make? What risks did you reduce for the business? What was your measurable impact?

Activities describe what you did. Achievements show what difference you made to the company.

That's the difference between a good resume and one that works.

What employers tell us

"Yes, we want to know what someone has done. Even more, we want to know what the outcome was."

They are looking for your business value.

"But I can't quantify that"

I know. Cyber security is special.

Much of it is confidential. Incidents are not made public. And "nothing happened" doesn't feel like a success, even if it is.

But there is a way.

It could look like this

Weak: *"Conducting vulnerability assessments and reporting to management."*

Strong: *"Identifying three critical vulnerabilities in the cloud infrastructure before the planned production launch. Early remediation prevented a potential compliance violation – estimated risk: $200,000+."*

Same topic. Different perspective. Completely different impact.

You don't need exact figures, but you do need the context. What was at stake? What did you do? What was the result?

Go through these three questions for each job entry

1. What would have happened if I hadn't done that?

2. What specific problem did I solve?

3. Is there a number, time savings, or risk I can name?

When you answer these three questions, you stand out because you show impact.

Want to optimize your resume?

Contact us for your business-oriented resume template.

Next week: Why gaps in your resume scream louder than you think.

This article is part of the cyberunity CV series for cyber security professionals in the DACH region. If you would like to learn more about KNOW YOUR BUSINESS VALUE, you can find an insightful article here: https://cyberunity.io/en/beyond-defense-know-your-business-value/