

FROM ATHLETE TO RISING SELLER: HOW GABI'S COMPETITOR'S MINDSET HELPED HER STAND OUT FROM HUNDREDS OF APPLICANTS

When most candidates waited to be noticed, Gabi Maciagowski did the opposite.

While hundreds of applicants submitted resumes for the same BDR role, Gabi earned her interviews—and ultimately the offer—by showing the kind of initiative and preparation that's second nature to high-performing athletes.

Working with Athlete for Hire, she learned how to apply her athletic discipline to the hiring process itself — treating it like game day. Every step was intentional:

- Practiced daily, refining her interview responses until they felt confident and natural
- Researched deeply, learning the company's customers, personas, and how the product solved real problems
- Sent personalized LinkedIn messages before each interview to build connection and demonstrate genuine interest, followed by thoughtful, tailored emails after each conversation.
- Picked up the phone multiple times throughout the interview process- including a cold call a BDR manager who had missed her interview — introducing herself, asking smart questions, and building rapport

For Gabi, preparation and follow-through weren't "extras." They were muscle memory. As a professional volleyball player, she was used to calling coaches to advocate for herself, getting her reps in daily to perfect her game, and studying both her playbook and her opponent's before every match. She simply brought that same preparation, discipline, and competitiveness into her job search — and with Athlete for Hire's coaching, learned how to frame it in a way that resonated with hiring teams.

She didn't just interview well — she performed like she already had the role. That mindset and preparation helped her stand out from hundreds of candidates and earn an offer at one of the GTA's fastest-growing tech companies.

"Through Athlete for Hire, I learned how to frame my athletic career as a real asset. It gave me the confidence to go into interviews—and now my new role—with a clear, authentic story that aligned with what companies are looking for in a BDR."

-Gabi

