



Can a Career Coach Help?

You are:

- A senior executive with multiple career successes.
- Years of experience in building winning companies.
- Successful in a range of senior management positions.
- Looking to apply your experience in a new career challenge



So what do you do?

As a senior executive with a history of success you would think it would be easy to find a new career opportunity. In reality the more qualified you are the more difficult it can be to find a new position especially if you are looking to take on a new career direction.

So what can you do in finding a new career challenge? You have a great database of business contacts. You know a great deal about the industries you have been successful in. You know how to network and have a page on LinkedIn.

Yet as you reach out to your contacts, look at new opportunities, and contact people in your network and industry it does not seem to be happening as you expected. There seems to be something missing in your ability to identify and secure a new career opportunity.

The Realities:

There is a range of dynamics at work that will affect your ability to secure a new opportunity. Some are related to industry dynamics. Some are related to the competitive nature of today's job market. And some are driven by trying to manage the process yourself. **You may need some help.**

When you are '*working for yourself*' in a career search you are working for the best and worst boss you have had. You are more than capable of motivating your self, to a point, but somewhere in the process having an outside resource to work with can be the right decision. Here are a range of issues that will affect your ability to secure a new career opportunity:

- Telling your own story is difficult. Seeing yourself as other see you is not easy.
- Deciding what you want to do next can be difficult to understand and resolve.
- All of your analysis and considerations will be biased by your feelings about yourself.
- There is no one to challenge you or keep you motivated but yourself.

Benefits of a Career Coach:

A survey of senior executives who have moved through a career change report that working with others or with a professional career coach supported more than 70%. In follow up the executives reported the following issues were key to their discovering their next career challenge and completing the transition into the new opportunity. **A Career Coach can:**

- Provide an experienced sounding board for in depth career discussions.
- Build a structured coaching program designed to meet your specific needs.
- Provide perspective and clarity for understanding what you are looking for.
- Bring professional design and value to your career documentation.
- Build your career story around a professional brand to stand out in the market.
- Tell your story better than you can, including getting you to tell the story.
- Provide strong market and career research to validate and discover new opportunities.
- Be a source of encouragement and mentoring in helping you reach your career goals.
- Support building your market visibility and identifying new career opportunities

