

Mid-Career Transitions - what you need to know

2021

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Career and Executive Coach

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Who am I?

► **Speaker – Nathalie Metcalf**

- 14 years as a Career and Executive coach for senior professionals
- 6 years of coaching returners into senior corporate roles and supporting organisations during that transition
- Adjunct faculty and coach at INSEAD and London Business School Executive Education
- 12 years as a Management Consultant – Arthur D. Little / Andersen Consulting
- Diploma in Clinical Organisational Psychology and MBA, both from INSEAD



Be clear as to what are you trying to change

- ▶ The next big job?
- ▶ Move to a new Sector? Function? Geography?
- ▶ Start own venture?
- ▶ A shift to being an independent consultant/ advisor?
- ▶ A shift towards a portfolio career / NED?
- ▶ A return to the corporate world after a long career break / an entrepreneurial venture/ independent contributor?
- ▶ Not clear as long as move away from current job?
- ▶ ...

Think short term and longer term



What are you selling and why they should want you?

What has brought you to where you are today

What has driven your career decisions

What differentiates you as a candidate

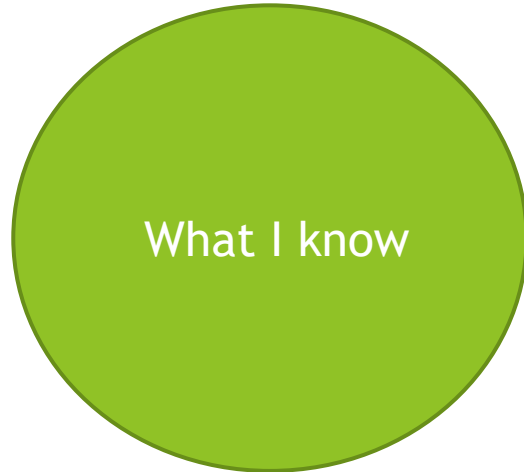
How does this change fit into your longer-term goals

Why is this the right time to change

Why they should want you

So, what differentiates you from other candidates?

Overall themes that make up your unique selling proposition



X years at these companies
Specialties
Transferrable skills
My achievements...



My strengths
My preferences



Interests:
- Sustainability
- Clean Energy
- Nutrition
- Wellness...

Your Career Story

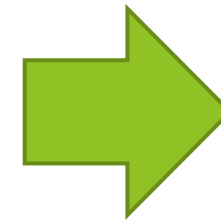
Builds your confidence

Is reflected in:

- CV /CL
- LinkedIn
- Pitch for networking
- Headhunters
- Interviews

Leads to finding the right job

- What you know
- Who you are
- What you love
- Your vision
- Your must-haves
- Anything else...



What's
your
Story?

Some top tips!



Consider an internal
move as a stepping
stone



Consider ways to
upgrade your skills



Do you need to
expand / shift your
network?

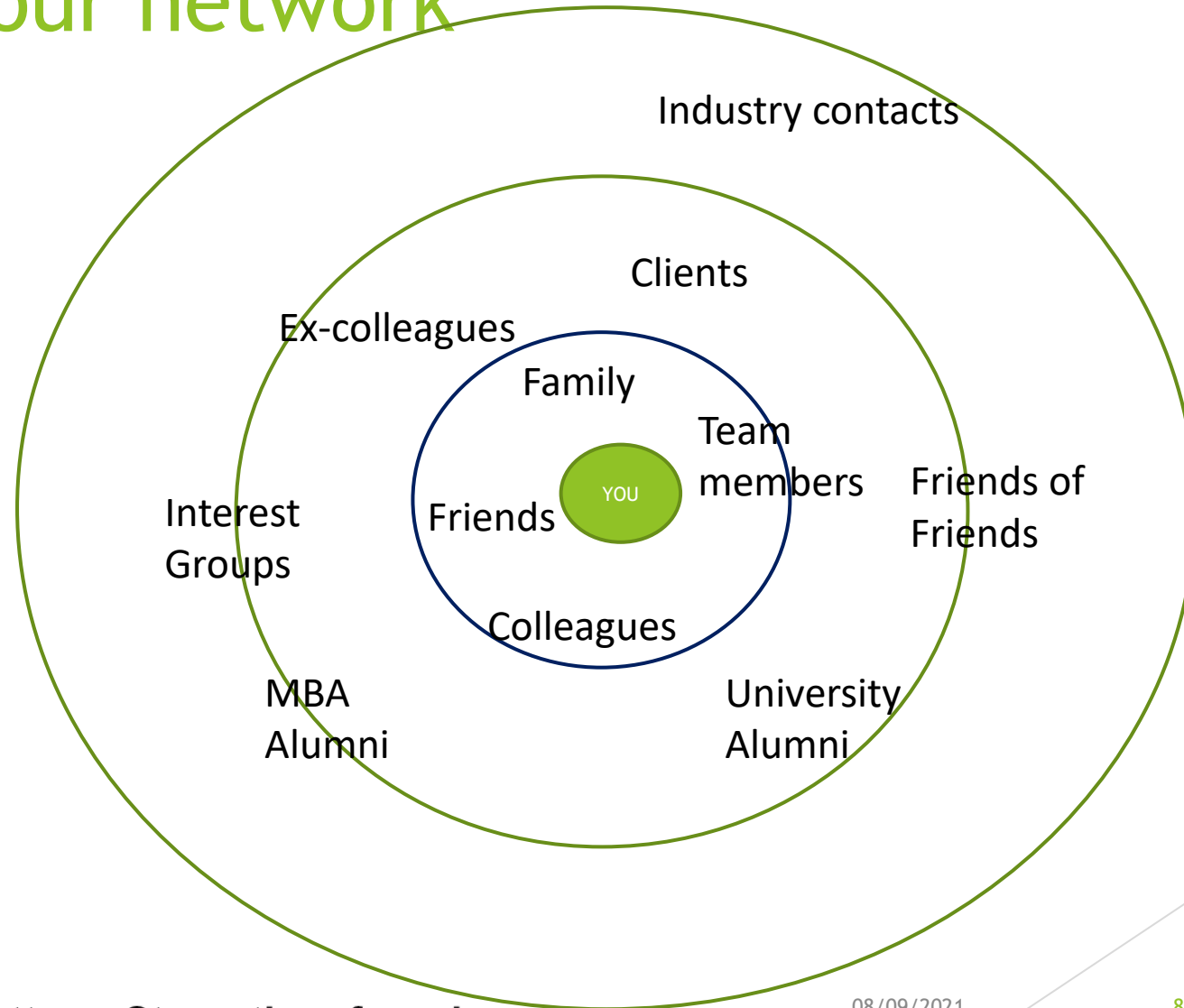


If you had a career
break, consider a
returner programme

[www.womenreturners.
com](http://www.womenreturners.com)

Be proactive!

Shifting your network



Mark Granovetter – Strengths of weak ties

08/09/2021

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Mid-Career Transitions webinar offer: Develop your career story

A simple and proven approach to developing your career story:

1. 3 x one-on-one sessions with a highly experienced career coach
2. Access to simple methodology and workbook to develop your story and vision (homework required)
3. Clarity of strengths through proven assessment
4. Input and tips for CV and LinkedIn (does not include detailed CV and LI review)

Offer:

Guided process over a 4-6 weeks for £895

Outcome: Your career story

Contact:

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Keep your eyes open and your feet moving forward. You'll find what you need.



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