

Finding the Right Role and Negotiating a Pay Rise

Career Transition | Client Success Story

What Was The Presenting Issue?

The client had worked for an investment firm for 9 years and achieved a senior managerial position. He had a limited external network and had not searched for a new role for some time so was not up to date regarding job search strategies including recruitment firms and LinkedIn. He had recently moved to a commuter town in Kent with his wife and 3 young children so ideally needed to find right role relatively quickly.

Desired Career

The aim was to land a similar and hopefully more senior role within the financial services sector in the City within 6 months.

How Did We Help?

1. **Full CV review** to ensure it was fit for purpose
2. **LinkedIn profile** editing
3. Worked on **network development**
4. Covered **job search strategies**
5. Focused on how to find and **work with recruiters**
6. Covered required **weekly activity levels** requiring a disciplined approach
7. Had regular **review meetings** to monitor progress and next steps
8. Provided **Interview Skills training**, maximising the use of tools on 10Eighty's career portal
9. Once offer received, worked on **negotiating the best package**

Outcome

Through extensive activity working with his existing and expanding network and recruiters, the client received two job offers within 3 - 4 months from the start of his outplacement programme. He accepted the best job offer and with support, managed to negotiate a substantial uplift in salary from his previous role in line with market norm.