

How Hannah's Client Received a £20k Pay Rise

Career Transition | Client Success Story

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What Was The Presenting Issue?

My client had worked for an investment firm for the last six years and held a senior role within HR and Talent. She had only recently returned to the organisation for 3 months following her maternity leave, when her consultation began for her redundancy.

My client found this very difficult and her confidence was already low having returned to work to experience a lot of change so quickly. We agreed to work on building confidence and gaining a new role.

Desired Career

The aim was to land a more senior role with management responsibility. My client was very keen to increase her employment benefits with the desire to have a much better work and home life balance. Her ultimate goal was to have a 'head of' level role within the next five years.

How Did We Help?

1. Worked on the **change curve and confidence**
2. Carried out a **full CV review** to ensure it was fit for purpose
3. Edited **LinkedIn profile**
4. Worked on **network development**
5. Covered **job search strategies**
6. Wrote a career plan to achieve **five-year plan**
7. Focused on how to find and **work with recruiters**
8. Practised **Interview techniques**
9. Covered **negotiation skills**
10. Held regular **review meetings** to monitor progress and next steps
11. Once offer received, worked on **negotiating the best package**
12. Held session on **approach for starting new role**
13. Wrote a **work life balance plan**

Outcome

Through extensive activity working with her existing and expanding network and recruiters, my client received a job offer within six months.

She accepted the role to manage a team of three and negotiated a £20,000 pay rise from her last role.

The client was much more confident about her future and ability to be successful within her new role.