

Client Success Story

I.T. Professional – GIS Candidate Negotiated and Landed Ideal Job

The Story

Alan is a GIS professional with 7 years experience, who had a number of interviews and was not getting offers. When he came to Sylvia for career coaching, he was looking for another perspective, another set of eyes and ears, to help him see what he couldn't see for himself in terms of how he was coming across to prospective employers. In addition to wanting feedback on his resume, and help preparing for interviews, Alan wanted to find a job that felt like he was contributing something significant, that would make world a better place.

Alan discovered that there were 2 aspects of his personal makeup that created life long personal battles in his mind, that led to sabotaging one another and his feeling unsatisfied. Becoming consciously aware of these, he learned how to rein them in when appropriate. In looking at his former job, Sylvia pointed out that he was required to manage people, and focus on results, although he was more skilled at doing things right and seeing the big picture. He decided that leading people, for now, was not a direction he wanted to take.

He got clearer on his strengths: how he was able to see problems from different angles, and was unflappable in the pressure cooker of the GIS world, where hard deadlines and tight schedules abound. Through Sylvia's coaching, he created a strong, authentic introductory statement, which gave him confidence in job and informational interviews.

Sylvia coached him to become clearer on his values in the world of work, so that he could assess organizations and jobs to make sure they would fit for him. Alan discovered that he values working for company producing cutting edge technology, where he would have interesting challenges to look forward to each day, and opportunities to tackle bigger and better projects.

After learning more about who he is innately, how he wanted to contribute, and what kind of organization he valued, Sylvia helped Alan become confident in dealing with tough interview questions, like: *"Where did you see yourself in 5 years? What is your greatest weakness?"* and how to answer interview questions without rambling.

With this confidence and clarity, Alan started excelling at interviews. He got 2 solid job leads, and even with these underfoot, he continued his job search. A 3rd company interviewed him locally then flew him to Toronto for a 2nd interview. With coaching throughout the negotiation process, he convinced the company to bump up the

vacation by 1 week, change the job title, meet his salary expectations, and agree to the start date that he wanted!

But don't take Sylvia's word for it. Here's what Alan had to say:

"Thank you very much for all of your assistance over the past several months. Your help has been invaluable. You helped me focus my energies in the right places. Through your coaching and role-playing sessions I was able to sharpen my interview skills to the point that I'm now very comfortable talking and selling myself in an interview, whereas before I was anything but. I'm quite certain that I would still be looking for a job if not for you."
– A.S., GIS QC/QA Technician

If you're an professional with a career challenge that you're ready to tackle, e-mail or call Sylvia today at 613.327.4949 to discuss your unique challenges and how she can assist.