

Fundraising Manager



CAREER COACHING
TO MAKE YOUR MARK

“I did an English degree at university and after I'd finished I didn't really know where to go from there. I got a job with my dad's company for a while, working in the buying department. It was a struggle though, to focus on searching for my ideal job while working fulltime.

Then I started your career coaching, and more than anything else, I remember getting to the bottom of what my transferable skills were. I'll always hold onto that. It's key, because if you don't know your skills, you don't know what you can offer a company or a situation. People can go through life thinking they know what they're good at, but they've actually never really sat down and really looked at what they bring to the table. Knowing what your transferable skills are also means that if you're on one path, you don't have to stay there, you can cross over to another one.

The other exercises and the reading you gave me made a lot of logical sense. It was all about taking ten steps back, reassessing everything, going way deeper. What you find can be eye opening.

Having our regular telephone meetings was good. It kept my focus and confidence going and provided natural deadlines for completing the activities.

It was good to have somebody in my corner. I know that I have my family there but to have an outsider, who drew conclusions from what I was saying and prompted me in various ways, was very reassuring.

We went through a process of narrowing my options down. I made lots of lists and explored the market. I researched charities, events management and children's organisations. Fundraising then started to feature strongly, so I looked at fundraising job descriptions.

You gave me the confidence to talk to people and visit organisations, using my contacts and their contacts. I was speaking to people in the industry doing genuine research and not just job search.

The CV business was very eye opening. With your help I went on to write a CV in a way that I have never, ever written one before. I felt completely confident with it, so much so, that I would actively show it to people and to my friends who needed help. The CV worked, it absolutely worked. Employers told me they had never seen a CV like that and it grabbed their attention. It was much better to read, listing my transferable skills within real tangible situations. I think it was really powerful and it landed me my first job as an Events Assistant in a big charity.

We also did lots of prep for interviews, so that I felt confident. You gave me key techniques, like not rushing but taking a moment before answering questions. There were lots of ideas like that, so I felt good in the interviews.

Some time later, I went for some other job interviews, one of which was for a Fundraising Manager with the UK's main cancer charity. I felt it was a bit of a leap out of my comfort zone but I took everything I had learnt from our CV and interview work and I was offered the job 2 hours later.

CAREY ADAMS STRATEGIES

Abbey House,
Abbey Green, Chester,
Cheshire CH1 2JH

Tel: 01244 403422

Email: info@careyadams.co.uk

Web: www.careyadams.co.uk

Fundraising Manager (continued...)

I'm really enjoying it. It's a more strategic role than I thought it would be which is great. I'm really well suited to it and I wonder if I would have ever got there by myself. I think it would have taken a long time. I'm looking to take the next step up to Area Fundraising Manager soon, where I will be managing more people.

Overall, the career coaching process was incredibly enlightening. It was hard work at times, sometimes a bit emotional but a hugely positive experience. It was a very important part of my life and my career journey."

This testimony is the transcript of a 'client review' phone call and is used with permission.



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