

A senior executive into a portfolio lifestyle

David - a Vice President in the Oil/Petroleum sector

Profile:

Age range	50-60
Gender	Male
Location	Cheshire
Settlement time	6 months
New role vs. old role	Self-employed consultant (was Vice President)
New sector vs. old sector	Consultancy (was Oil/Petroleum)
New role package	N/A
Programme topics covered	Self-employment, CV, Networking, and Mentoring

Situation

David had worked in the same company for 32 years and at the age of 55 he occupied a senior position within the company. David felt he was still young enough to consider various options to expand his experience and engineered a situation whereby it was attractive for his company to release him on a full pension.

Before embarking on the career transition programme, David's main objective was to gain an insight into the world outside his previous company. His secondary aim was to develop his skills and knowledge. David had already decided that he no longer wanted to work full time and had identified several positive options including a non-executive director role. He had also been hard at work developing new business models and working with a number of charities.

Approach

David chose to work with Chiumento consultant, Cliff Dixon. To help David refine his ideas, Cliff referred him to Chiumento psychologist, Lynne Hindmarch, who carried out psychometric assessments. Her conclusions gave David the tools to make decisions about his future, based on his strengths and experience.

With Cliff's assistance, David not only developed an effective CV but also learnt the principles of successful networking. He also found Cliff a useful sounding board, giving him honest feedback and challenge where required. As David moved through the programme, his ideas developed and some changed track altogether. In response to these changes, Cliff put David in touch with other Chiumento consultants with specialisms in particular areas, including Alex Holmes who introduced him to Business Angels, a networking and support organisation for entrepreneurs.

Unfortunately, lack of PLC main board experience meant that David's pursuit of a non-executive directorship was unsuccessful, but his discussions with Cliff helped him re-focus his attentions. He set up his own consultancy, which encompassed four specific business areas and played to his strengths.

Results

David puts much of his successful re-direction down to the help he received from Cliff and the Chiumento team. "There are huge advantages to working with a career transition

consultant. Cliff challenged me as well as supporting me throughout the programme”, he comments.

Cliff adds, “David had made two assumptions before we met – firstly that he would be able to ‘pick up’ Non Executive Directorship appointments because of his seniority within his past company and secondly that the outside world would be able to offer him something very quickly. He had to revise both assumptions. NED work is hard to find without main board experience and calls for specific qualifications in many instances. It is a tough world out there and long service is not qualification enough without considerable effort to identify opportunities.

We worked on David’s CV to demonstrate his achievements and their outcomes – listing past responsibilities and reporting structures is not enough. We also spent much time on networking with David’s past contacts and finding out who *they* knew - usually the key to networking. David welcomed challenge and we worked together on his objectives and plan of campaign with regular meetings and phone conversations to monitor progress.”

David found Cliff’s guidance on CV format and content as well as how to make the most out of his network, very positive. David was also pleased with his self-development as he learnt not to work in isolation but with others and consequently built up mutually beneficial relationships with his ex-colleagues. He is now a Principal Industrial Fellow at the University of Cambridge and has gained a diploma in NLP (Neuro Linguistic Programming). Furthermore, David became an accredited Associate of the Institute for Independent Business, a not for profit organisation providing practical advice to business.