



# Executive Transition Coaching

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Navigating a career transition can be a difficult, confusing, and overwhelming process, but it doesn't need to be. Having an experienced coach will accelerate your process of assessing your best career direction, prepare you for the job search, help you identify the best opportunities, prepare you to interview well and help you negotiate for the best compensation package.

The Aligned Career Coaching process provides a proven process, time-saving resources and on-going support. Throughout the process, the content and coaching style is customized to meet your particular needs.

The ACC career transition process includes some or all of the steps below:

## **ASSESS – Understanding Yourself**

- Exploration of foundational values, passions, ambitions, and goals.
- Inventory of expertise, skills, and accomplishments.
- Creating a high-energy, positive perspective through rejuvenating activities.
- Use of standardized assessment instruments, including the Myers-Briggs Type Indicator, Lominger Leadership Architect and the Birkman Method.

## **FOCUS – Determining Your Search Criteria**

- Identifying factors of the ideal job situation.
- Choosing possible career paths to explore and validate.
- Defining preferred geography, industries, roles, work environment, and financial factors.

## **BRAND – Developing Your Marketing Materials and Strategy**

- Developing your value proposition, positioning statement, and marketing message to others.
- Creating a results-oriented resume, LinkedIn profile, cover letters, and correspondence.
- Developing a strategy and plan for networking and information meetings.

## **TARGET – Identifying Your Targets, and Getting in the Door**

- Determining target organizations and conducting research.
- Networking to your targets and other opportunities.
- Using online job boards and other resources.
- Working with executive recruiters.

## **CONNECT - Interviewing and Negotiating the Job Offer**

- Responding to opportunities.
- Practicing and preparing for interviews, including video-taped coaching.
- Determining your Selection Criteria and evaluating offers and opportunities.
- Negotiating for the best compensation and benefits package.

**And finally, preparing for a successful on-boarding process!**



## STUART MEYER EXECUTIVE CAREER COACH

As an executive career coach, I draw on 15 years of corporate experience and 15 years of coaching. I work with leaders at two critical stages in their career: accelerating their career transitions, and accelerating the development of their leadership and management skills, to succeed in their current role and prepare them for their next position.

### Executive Transitions

I've successfully coached hundreds of executives through career transitions, including CEOs, CFOs, VPs and Directors especially in marketing and technology fields. I wrote *The Aligned Career Workbook: A Step-by-Step Guide to Landing Your Next Great Position*. My coaching process includes assessing your strengths and interests, identifying your best-fit roles, preparing you for the job search, and assisting you with resume writing, networking, interviewing, negotiating and onboarding. I provide career transition services to organizations as well as working with leaders independently.

### Leadership Coaching

In coaching leaders, my focus is on helping you accelerate the development of both your leadership and management skills. I help assess your strengths and areas for improvement, assist in creating a development plan, and provide on-going coaching, encouragement and accountability to help you achieve your development goals.

### Clients

Clients have included Apple, Google, Salesforce.com, the San Francisco Giants, support.com, Lithia Motors, Harry & David and many small to medium-sized companies and non-profit organizations.

### Corporate Experience

- Co-Founder of the Workpath Group, a leadership coaching organization, coaching executives and managing a network of over 100 coaches worldwide.
- Vice President of Organizational Consulting for Right Management Consultants, coaching hundreds of executives through career transitions.
- Manager in Corporate Development at Apple, working on corporate strategy, technology licensing and divestitures.
- Director of Product Marketing at Xiox Corporation, managing sales channels, marketing communications and telemarketing sales.
- Accounting and Finance roles at Genentech, Xiox Corporation and Fafco Solar Heating.

### Education and Training

- MBA in High Tech Marketing and Bachelor's in Political Economics from U.C. Berkeley.
- Advanced Coaching Program with the Coaches Training Institute.
- Certified to consult with the Birkman, Myers-Briggs, and Korn Ferry instruments.

I've served on the boards of several private companies and non-profit organizations, including RidePal, Pacific Peninsula Group, MetricTest, Community Works and ScienceWorks Museum.

I divide my time between working in the Silicon Valley in California and living in the Rogue Valley in Southern Oregon. I also work with clients remotely throughout the United States.