

CASE STUDY



Malcolm Sutton

Project – Redundancy Support

Case study – Malcolm's own words.



"I was made redundant in September 2009 from a senior management position in the voluntary sector, when the charity that employed me closed down. I had been continuously in employment for over 30 years and to find myself unemployed was a completely new situation for me. Anita's Response to Redundancy programme was recommended to me by a former colleague who was also being supported by her.

The first thing Anita did was to take me through an exercise looking at all my transferrable skills, identifying those that stand out and identifying my Unique Selling Points. She helped me to analyse my strengths and weaknesses, clarify my aspirations and determine the kind of post that I would like to attain. She then supported me in preparing a CV that accurately demonstrated my skills, experience and achievements and showed me how to tailor it to meet the needs of different employers.

I had solely been responding to advertised vacancies but Anita introduced me to the 'hidden' jobs market where 70% of vacancies occur. She identified that I needed to develop my networking skills, encouraged me to utilise contacts I had developed and arranged for me to attend a number of networking events with her.

It was at one of these events that I made the contact that, two weeks later, led to me securing a new management position.

I am aware from discussions with fellow former managers that Anita takes an individual tailored approach to each person she supports and I can thoroughly recommend her Response to Redundancy Programme. However the fact that all my former colleagues who engaged on the programme had secured alternative employment within 3 months means that the programme recommends itself".

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