

10 Career Tips for Aspiring Chief Executives

1. Learn how to relate to people from Cleaners to Board Executives

There will be all sorts of people in your team one day. They will all look to you to both lead and inspire them to make your organisation successful.

2. Get to grips with finance and know your PBIT from your gearing

All good CEOs know the value of a good Finance Director. You will need to be in a position to know whether you have a good one or not by understanding what lies behind the numbers (note the pun).

3. Sound like a CEO

Whilst you wouldn't necessarily want to do this in front of him/her regularly – they may get nervous - learning the language that CEOs use, jargon, key phrases and developing the right level of gravitas and tonality, are key to being heard and noticed.

4. Look like you are worth taking seriously

Dress maketh the woman/man. Whether we like it or not we are judged and we judge others on appearance. If you want to be treated like an aspiring CEO you need to look like one. If you need help with understanding what suits you and what to wear, invest some time and money in books, a style consultant or take a friend shopping who has a good eye for what suits you!

5. Get Noticed!

Get in front of those who make decisions on succession and progression in our organisation. Volunteer to do projects, presentations, company charity events - whatever gets you noticed -In a positive light. This does not include getting roaring drunk and being the clown of the group on a night out with your managers.

6. Stand up and deliver

Hone up those presentation skills and get comfortable speaking in front of a small and large audience. All CEOs need to be able to present well both inside their organisations and outside of them.

7. Be an ambassador for your organisation

Love it or leave it basically. You need to have a passion for what your organisation does. Enthusiasm for the products, the people, the outputs - get some and show that you love it. This is great practice for when you find the organisation you want to lead.

8. Learn your cash cows from your stars

Learn about marketing and how to tell a great idea for a new product or service from a dud. Understanding branding and why it is important. You might need to develop brand awareness in your own organisation one day!

9. Learn your strengths and how to play to them

Know what you are good at and know how to make sure everyone else knows what you are capable of. If you are not good at something and you have managerial responsibility, find someone in your team who you can delegate to. Learn to delegate well.

10. Get yourself a good coach

Obviously I am going to have this one. All the best CEOs have a coach or a mentor - normally both. A coach can help you: focus on those areas you wish to develop, provide a safe environment for you to explore the areas you find difficult, challenge you to exceed even your own expectations, provide practical support to develop your knowledge and skills, and more importantly enable you to focus specifically on you and your results/wants.

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Marie coaches professional men & women who already have successful busy lives. She works with clients to enable them to achieve success in all areas, be it business, confidence, managing people, relationships with others, or relationship with the self.

In addition to her individual coaching practice, Marie works with organisations to create effective leaders and effective teams. Through her company Living Right Now, she works with a business partner providing retreats and self-care inspiration for professional women.

If you want to find out more about Marie and the way she works contact her through her blog at www.marietayloronline.com

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