

## Reference for Adrian Finnegan

I came to Adrian when I was searching for a new, more challenging job - and desperately needed new impetus. I'd already an impressive CV, which in 18 months had helped me to secure interviews with over 25 companies, further including some ten 2nd and 3rd interviews. Crucially, I'd still to be offered the job *I truly wanted*.

With yet another interview looming for a job I wanted, I sought coaching with Adrian on "presenting myself as interested in a role (when applicable), on better getting my points across and focusing on what the potential employer was after". In a single, intense 2-hour coaching session we identified what I wanted most from my new role, including my lifestyle; we explored what had taken place, for example, during the interview process for the jobs I'd wanted, but was not offered. I learned I needed to change my attitude towards being interviewed - and how to go about this. I discovered, for example, that I'd been too intent on selling everything I knew about my business specialism. Instead I had to focus my question responses on what I, and my prospective employer most wanted. Just two days after my coaching with Adrian I participated in what transpired to be my... *final* job interview! For 3 years I have been Training Manager for one of the major software companies in the telecommunications arena, where I now head up their global training business.

Adrian has a great knack for listening, asking the right questions to get to the root of an issue, and then focusing on the way forward. It's often the case that what seems obvious in retrospect is insurmountable at the time. Adrian is the guy who will clear the path for you to get where you want to be. He challenges, clarifies and confirms the key aspects of individual requirements.

I would recommend Adrian to anyone who is looking for a career change and needs to clarify their skills, needs or interview technique.

**David McBain**

**Training Manager**