

Navigating an Uncertain Business Climate: Salary Negotiation and Growth Opportunities

By Blaire Miller, co-founder, The Hunter Group LLC

Keep in mind:

The current climate makes growth and negotiation tricky. Critical companies and functions are needed for the duration of this pandemic. Other companies have significantly reduced their operations and many have furloughed or laid-off much of their workforce.

Tips for continuing to grow your career in the current climate:

- Observe leadership roles in your company
- Look for positions that are being created as a result of greater demand in certain industries.
- Build your network – use Inforum!
- Stay visible through social media.

Tips for negotiating:

- Make a list of your career successes for your resume and interview soundbites.
- Understand and clearly communicate your needs from a prospective employer.
- Determine the value you bring to the position before the interview.
- Focus on building skills and progressive leadership opportunities.
- Don't be afraid to pivot into a new industry, or change functional roles.
- Volunteer for the tough jobs – it is there that you can differentiate yourself.
- Take calls from recruiters – you never know what opportunities may come your way.

About Blaire Miller:

owner of The Hunter Group-25 years and part of a global network who is reporting what is happening in different parts of the world, In addition to being an executive recruiter, Blaire is a board member of several corporate and non-profit groups, and has been an Inforum member and involved for nearly 20 years! She values of Inforum for professional development and networking.