

## ASK THE GENIE: CONSUMER FINANCE GENIE SEEKS WAYS TO FIND NEW CAREER



Dear Genie,

I have been working in the [consumer finance industry](#) for ten years now and feel that I am stuck in it. Although I have extensive experience with consumer loans and nonconforming mortgages, it doesn't seem to help me at all since I want to leave the industry. To further my frustrations, the Fortune 500 company that I work for is still using DOS, further hindering my job prospects when I am not proficient with computers.

I have been a branch manager for almost eight years and totally accountable for the results. I have been a successful manager with a proven track record for growth and profit. However, it doesn't seem to be a factor in my job search.

I am willing to start at a lower level and have even contemplated going the administrative route to learn a new industry, but my lack of computer knowledge is holding me back. I've taken many classes, but it doesn't help me to be proficient if I don't apply it daily.

Frustrated

Dear Frustrated,

What careers interest you? Your first item of business should be to figure out what industries and careers you want to target. You might start a round of [informational interviews](#) with friends, friends of friends, associates, relatives, and others to help you understand what career you want to pursue. Research jobs and career profiles online as well—these should help you get an idea about what you want to do. You can also take a personality test may help you figure out what career is a good fit for you.

Once you know what you want to do, you'll be able to find out what skills you need. What skills have you acquired in your position that can be transferred to your new career? What training do you need? Apply for positions knowing what you can offer and what you can't offer. Simultaneously, take training courses in those skills you don't have. When you apply for jobs, then, you'll know: 1) what you can do; 2) what you can't do; and 3) why you want the job. While that won't necessarily impress every hiring manager, it will impress quite a few.

Good luck,

Genie