



7 Tips to Excel in your Career this Year

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We spend a lot of time at work. And many of us spend time at home working on our career as well. If we add in the hours we spend just thinking about it too, then our career takes up a lot of our time. Considering the amount of time we give to our careers, it only makes sense to make the best possible use of that time and use it to excel. Below are seven tips to help you succeed in your career. These are especially written for the workplace of today. Twenty, and even ten years ago, what you needed to do to excel was different. The world is so different now, that unless you stay up to date with what is happening, and what is needed to succeed in it, you will find you will become left behind.

1. It is not enough to just do your job. You need to bring something to it. That means just following procedures and doing routine tasks is not going to get you noticed. In fact, following procedures and doing routine tasks can be done by a robot. With the rise of artificial intelligence, you are not going to be kept around if that describes your job and how you do it. You need to bring something unique to it. You need to add that bit extra. That bit extra could be finding ways to do the job better. Noticing where there are problems and suggesting ways to fix them. You need to use and demonstrate your human capabilities to improve upon things.
2. Your interpersonal and personal skills are very important. Once again, we haven't yet got machines to be good at this. There is a lot of work being done on trying to get machines to think like humans, but the qualities of empathy, understanding, being able to resolve conflict, and communicate in difficult situations are thus far still best done by real life humans. You need to be good at these, and if you are not, then get good at them. Go on courses, work with a coach, practice and get feedback from those around you.
3. Research the future of the workplace. Find out what the latest thinking is around the future of the world of work. And think about how you can fit into this. When jobs become redundant you want to be one step ahead.
4. Linked to point three, is to remain highly skilled. You never really stop learning if you want to stay relevant in the workplace. Look at what skills are becoming desirable and in demand and consider what skills you might want to add to your current skillset.
5. Work on being able to market yourself, your capabilities, your potential, and your achievements. If no one knows who you are and what you can do, no one is going to offer you the great opportunities. You have to know how to put yourself out there in a way that will impress others.

6. One thing that doesn't seem to change, is that organisations still want to focus on making profit. They still have shareholders, and care immensely about the numbers. If you want to get a job, or move ahead, or get into a senior position, then show that you can influence the numbers in the right way. Help your company to save costs. Help your company to increase revenue. Help your company to find new customers and keep the right customers it wants to keep. For senior people in organisations, numbers talk. If you can demonstrate that you are someone who can help move those numbers in the right direction you will be on everyone's radar and in demand.
7. Plan a career path but be flexible, allowing for change. We need career goals. And usually that means planning the next job move. Typically, this job move has been to a level higher or a more senior position than the one we are currently in. Workplaces today are often quite flat in structure. Sometimes skillset is more important than seniority. And increasingly, people with the right skillset are being paid more than their managers. So, take this into account when considering your next job. It is quite possible to move laterally into a slightly different position that offers you the opportunity to build skills and get experience which will one day propel you forward very quickly. Don't discard all lateral moves. Don't be afraid to branch out into something different.

Nothing is very stable in the world at the moment. We are living in times that have left many of us reeling with the pace of change and the constant challenges that emerge every year. This is unlikely to slow down. If you are going to be successful in the world, and in your career, then you need to be aware of what is happening around you. It is not enough to go to work and do your job well. You need to stay up to date with changes happening around you and find ways in which your interests and potential align with the changes happening in the workplace. That way you can ensure you do work you enjoy and that plays to your strengths, while remaining relevant, adding value to organisation, and being in demand for jobs.