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Industrial Business Unit
Executive and Professional Search Firm

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LATEST NEWS FROM TYGES INTERNATIONAL - INDUSTRIAL
BUSINESS UNIT

Sometimes It's Just Fate

By: Steve Sanders - VP/GM of Industrial Practice

"Once you make a decision, the universe conspires to make it happen." -
Ralph Waldo Emerson

I work with people every day who struggle to make a decision. When I call people, I often get this vibe that they are asking themselves, "Should I stay in my current job where I am secure but less happy or should I explore my options to see if there might be something out there that is better for me?" In my experience, most people tend to opt for the secure but less than ideal choice. I understand self-preservation is really just a key element of human nature. After all, if all of our ancestors had tried to kill woolly mammoths rather than eat berries and such, we might not have survived long as a species. I guess you have to have a certain percentage of risk takers vs. non risk takers in a highly functioning society.

It's funny how sometimes things just seem to happen as if they have been preordained. I call someone who is otherwise not thinking much about a job change, I give them my pitch, the individual thinks it over and decides to pursue the role with my client. Next, we move through the process and things seem to magically fall into place. The next thing I know, the deal is done and the individual is starting a new job.

I'm no mystic but there are a few takeaways from this idea for me. One is that most people really have nothing to lose when it comes to exploring their options. After all, you have the option to step aside at any point so why not at least open the door and see what it looks like inside? I promise I won't be angry and I'll still respect you. The second takeaway I have is more useful. The idea that if you're struggling through the process and it seems like nothing is falling into place along the way then maybe it wasn't supposed to be and it is time to re-evaluate the decision that led you here. Recruiters call this "killing the deal" and we do it because the fact is that the timing isn't always going to be right and we owe it to our clients and individuals to pull the plug even when they may not agree.

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So, the next time you are struggling with the outcomes of a decision and things don't feel right, then you need to ask yourself if maybe it's time to "kill the deal." The flip side of that is if you find yourself questioning whether or not to ponder a job change, then why not explore a little bit. You might just find that all the pieces fall into place.

ACTIVE JOB OPENINGS:

- President \$15M+ P&L - Midwest
 - Quality Engineer - Columbus, OH
 - Design Engineer - Southeastern VA
 - R&D Engineer - Chicago area
 - Territory Sales, Commercial HVAC - New York City
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Please note: I want to direct you to a blog that our firm started the first of 2014: www.reinventingrecruiting.com. It deals with a multitude of topics and I encourage you to follow it and make comments or ask questions. Please check the blog out and follow us to receive some great content and give you the ability to actively interact with discussions.

Should you be interested in learning more about any of our current job openings or Impact Players, please contact us at caroline.mutch@tyges.com. We look forward to working with you in the future.

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