# Vakassia "V.J." Niles, MBA

## Career Strategist & Transformational Speaker

Vakassia "VJ" Niles is founder of The Niles Group, a Career Strategist, and international transformation speaker that helps midcareer professionals develop their careers with essential tools and strategies. With 20+ years of experience across 4 industries, she is able to help professionals pivot in their careers, excel in their companies, build professional brands, and network effectively for business growth. She helps companies build diverse pipelines and better leaders. She's a contributing author in "Just Me: The Business Woman's Personal Branding Guide" and frequently speaks on career and professional development, pivots, sponsorship, and networking. Her past speaking engagements include Panasonic, Tesla, GlaxoSmithKline, Centene, Enersys, DisruptHR NYC, Atlanta SHRM, HACE, and National Black MBA Association.

## Testimonials

VJ totes the kind of character anyone willing to breakout and break free needs in our society today. She is unapologetically straight forward yet compassionate at the same time, forcing you to re-evaluate the way you've always viewed the success ladder. She was a recent talk host at our Women In Tesla Lunch & Learn series, and her thought provoking presentation, The Ultimate Career Leap, helped us see where we may be missing the mark as women on a career trajectory.

-Yvette Oriakhi, President, Women In Tesla-Satellite

Thank you for the wonderful talk you gave to Enersys Women in Leadership for International Women's Day. The event was extremely well-received by all. Here is some of the feedback.

"The presenter was very real and had tangible advice for all of the attendees."

"It opened my mind to thinking of things in a different way and made me feel empowered to control the direction of my life."

"The speaker really resonated with what most of us women feel. It felt more like a friend was giving the presentation and really got the audience's attention."

Amanda Finneran, Enersys Women in Leadership

## Most Requested Topics

**Ultimate Career Leap to Owning your Career Journey**
Helping professionals move their careers forward with a simple three-step system that allows them to take ownership of their career progression with authenticity to make a bigger impact in their organization.

**Who's on Deck**
Discover what it takes to create a succession plan for middle managers that creates better managers, reduces employee turnover and doesn't make leaders feel that they are losing their jobs.

**Purpose & Resilience: The Real PR to Success**
With all the gurus selling success in a bottle and influencers making the journey look effortless, it's no wonder that many people feel that they don't have what it takes to pursue their dreams-whether it's starting a business or advancing in their career. Here's the thing that no one tells you: success looks different for everyone. But ALL success stories have two things in common: PR-purpose and resilience.

## Past Speaking Engagements

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## Career Strategist, Speaker & Author

**Navigating Career Crossroads: The Power of Persistence, Determination, and Flexibility (PDF) for Professional Growth**

Hitting a career crossroad can be difficult for employees. They aren't sure how to stay engaged, if they should stay or go but a little assistance goes a long way in retaining them. In this workshop they discover the transformative force of Persistence, Determination, and Flexibility as we explore essential steps to redefine oneself, overcome challenges, and propel a career forward. Learn to craft a standout professional brand, turn obstacles into opportunities, and confidently navigate a career path towards continuous growth and success.

## LEADERSHIP DEVELOPMENT TOPICS

**How to be a more Effective Listener**

Nothing is worse then when a person hears you but does not listen to what you have to say and it's even worse when a client tells your team that. It's time to increase the listening skills of your team to improve your client relationships. This interactive workshop helps professionals become aware of when they are not listening and gives tools on how to be more effective at listening.

**Navigating Difficult Conversations**

From discussing  bias, promotions, discrimination, or money at work it can be difficult to know how to start, have and end these types of conversations.  Difficult conversations can cause people to feel anxiety and pressure and we don't want that.  This workshop provides techniques and tools that help professionals  prepare and handle difficult conversations.

VJ was simply amazing! Everything from her responsiveness during the planning phase to the execution of the sessions, she was a joy to work with. VJ uses her knowledge and experience in the work force to help others learn how to own your career journey by positioning your talents and sharing your career narrative. VJ utilized real-life scenarios of the participants in the session to provide concrete examples of how you can identify your super power based on soft and hard skills and how to weave that within your narrative.  The tools she provided, including the Ultimate Career Leap Workbook, gave participants a way to identify and create a plan to move their career forward. VJ is engaging, personable, thorough and collaborative. It was an absolute pleasure working with her.

Sabrina Wannamaker,  Centene Corporation, McKinsey Accelerated Black Management Program participant

"I am thrilled to recommend VJ. Things have definitely changed in the hiring world. Each day, I am getting rejected. No call-backs. No interviews. Each time I try to tweak my resume, it just gets uglier. But tonight I attended VJ's zoom training, "Position Your Talent, Not Your Title". Simple and beautifully presented, I went away feeling more empowered and angled with a new way to present myself. I am not one to "brag" on myself, but I ended VJ's meeting with a new perspective and am excited to share my strengths. It's not bragging when you can truly help the potential employer you are applying with!"

Elizabeth Brown, Virtual Assistant & Copywriter