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Career Pivot

Traps

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1

The Overqualified Newcomer

They have years of experience, but none of it is labelled “cyber”.

They’re told they’re too senior to start again, yet too junior for leadership roles.

They feel stuck between levels - and start doubting their value.

A smarter move

- Reframe experience into cyber outcomes
- Translate leadership into risk language
- Position yourself for lateral entry
- Lead with impact, not titles

2

The Credential Collector

They keep enrolling in courses, hoping one more certificate will unlock doors.

Their CV looks busy, but interviews still don't come.

They're learning - but not progressing.

A smarter move

- Choose credentials employers recognise
- Anchor learning to real-world use
- Build evidence, not just certificates
- Show application, not attendance

3

The Invisible High Performer

They deliver results quietly and expect the work to speak.

Meanwhile, louder peers advance faster with half the capability.

They're excellent - but overlooked.

A smarter move

- Make outcomes visible to stakeholders
- Communicate risk in business terms
- Build leadership presence early
- Be seen as promotable not just reliable

4

The Misaligned Career Switcher

They jump into SOC, cloud, GRC, and governance - all at once.

Their CV lacks direction, and recruiters can't place them.

They're capable - but unclear.

A smarter move

- Pick one entry pathway
- Align past experience strategically
- Build depth before breadth
- Create a clear career narrative

5

The Waiting-for-Confidence Trap

They plan to apply once ready.
Once confident.
Once perfect.

That moment never comes.

Opportunities pass quietly.

A smarter move

- Apply before you feel ready
- Learn through real interviews
- Refine your positioning live
- Progress through action

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