

GET THE JOB

Getting That Promotion

Securing a new job doesn't have to mean leaving the company.

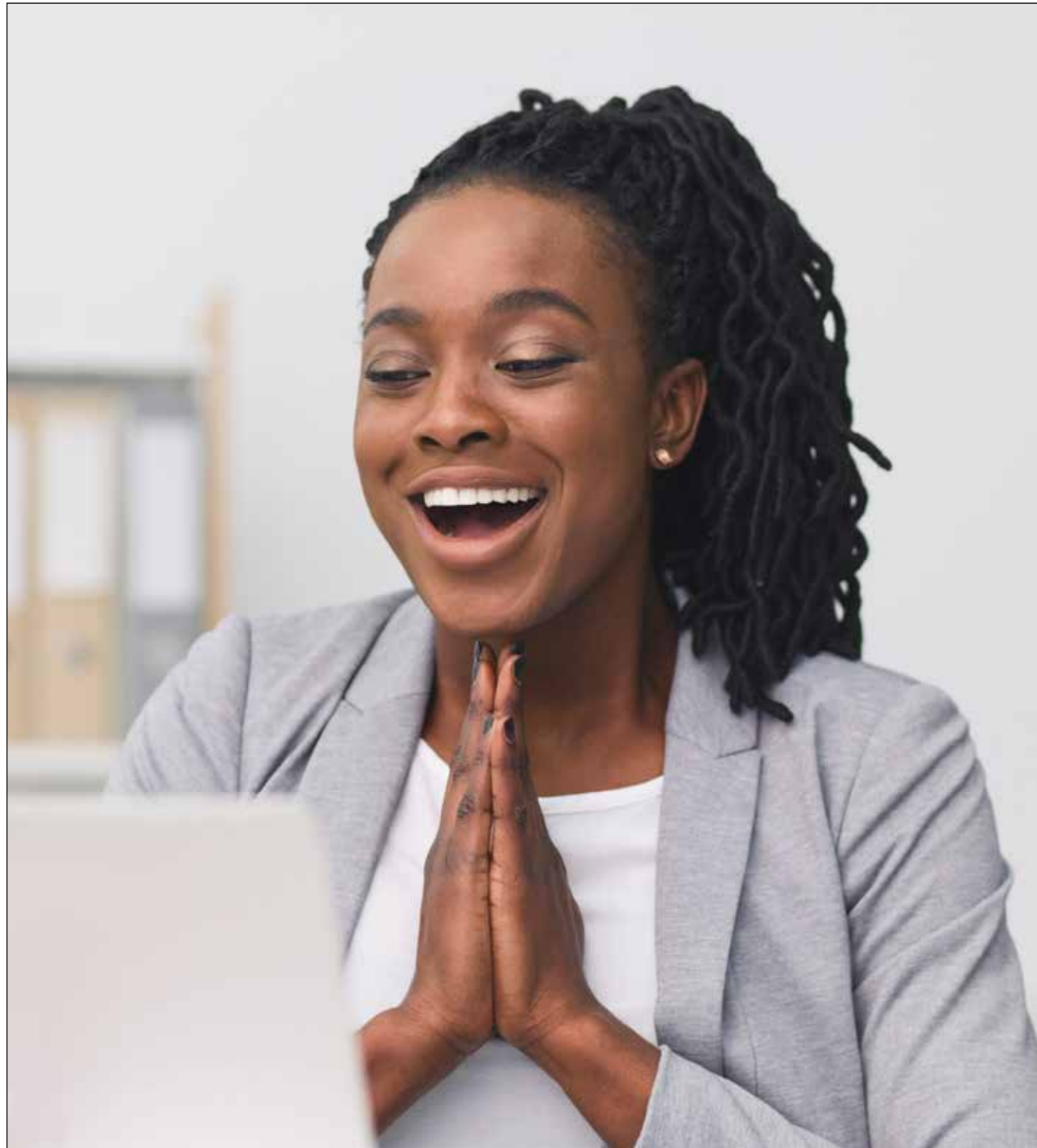
Most people start looking for work when their current job becomes unsatisfying, when they'd like to make more money, or when they feel like their professional development has stalled. A promotion with your current employer could address all of those issues.

PROS OF PROMOTION

Promotions can mean a bigger paycheck, new challenges and more influence in the workplace, and you won't have to pack up your things for a new office. Negotiations for a different job with your current employer are eased because they're familiar with your work habits and abilities. That could lead to the kind of perks a new hire might not get.

INSIDE THE NUMBERS

Taking another job within the company provides all of the benefits that come with changing jobs and none of the drawbacks of starting over again in an unfamiliar setting. Unfortunately, it's not always easy to climb the ladder within a company. Some 40 percent of American workers reported dissatisfaction with their chances for advancement according to a recent CNBC survey.



is your biggest strength in this process – as long as your performance has been up to par.

WHAT YOU'LL NEED

Prime candidates for internal promotion have met their goals, whether that's sales quotas or staying on budget. Knowing an employee before they apply can be a double-edged sword, however, if you haven't been meeting your employer's expectations. You'll further improve your chances by taking on more responsibility, which might include mentoring newer employees or chipping in on projects that are outside of your core responsibilities. A solid work ethic, consistent results and a willingness to further the company's wider goals can smooth the way for a move up.

HOW TO ASK

You'll need to carefully balance a sense of confidence with some element of modesty. Demanding a promotion isn't going to open that door. Instead, be prepared to present your case. Ask informed questions about what they're looking for – then tailor your answers to address those requirements. Just because you're currently employed at the company doesn't mean that you'll be ushered into the next role without having to show you've earned it.

Respondents were nevertheless confident that if they got the

chance, their confirmed work ethic as a veteran employee

would play a big role in securing the promotion. Familiarity

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