



MARGI WILLIAMS

Margi Williams is a dually certified Career Management Consultant who partners with motivated candidates representing a broad range of professions, experiences, and industries. She believes every individual has the talent, intellectual curiosity, and perseverance needed to overcome workplace challenges, thrive in today's labor market, and achieve their full earning potential.

Margi builds evidence-based, customized career transition solutions intentionally designed to support complex short-term and long-term professional goals in a competitive landscape. With 20-years' experience as a hiring manager, HR generalist, small business consultant, and external recruiter, she applies evidence-based psychological theories, methodologies, and frameworks to encourage worker engagement and job satisfaction.

Her research focus includes the impact of personality type on career resilience. She is an avid observer of all facets of pop culture, with an admitted obsession for music, philanthropy, and travel.

Expertise

- Career Discovery and Exploration
- Job Search Strategy
- New Hire Transition
- HR Consulting
- Personal Branding
- Interview Strategy
- Contingency Recruiting
- Career Marketing
- Offer Negotiation
- Workforce Planning

Accomplishments

- Engaged and coached 1,500 candidates through all stages of the career development lifecycle over a 10-year period with a 90% goal attainment rate. Achieved 100% quality score in 2019.
- Maintained coaching engagement rate of 95% or higher for a 12-month period.
- Inaugurated accounting curriculum under the direction of Campus Director.
- Developed and implemented corporate charitable giving program (i.e., monetary and in-kind donations), increasing employee contributions by 18%.
- Designed and executed continuous quality improvement initiative, improving productivity by 37% and reducing costs by 25%.
- Conceived, spearheaded, and directed workgroups that oversaw cafeteria operations, travel services, sponsor services, information and referral support, event planning, and departmental administrative support, improving customer satisfaction scores by 50% in cafeteria operations and 30% in travel services.



Margi Williams (continued)

Education

M.S., Industrial and Organizational Psychology, Baker College Center of Graduate Studies

B.S., Business Administration, Baker College

A.A.S., Accounting, SUNY, Herkimer County

Certified Master of Career Services (CMCS), NCDA

Certified Professional Coach (CPC), Fowler International Academy of Professional Coaching

Educationally eligible to administer, interpret, and apply Myers-Briggs Type Indicator psychological assessments and Strong Interest Inventory assessments.

Memberships

National Career Development Association (NCDA)

Society Industrial- Organizational Psychologists (SIOP)

Career Thought Leaders (CTL)

