



CAMILLE PRIMM

Learning The Ropes author Camille Primm is an award-winning career and performance strategist recognized for her street-smarts and ability to act as a catalyst for positive change. Networking is a way of life for Primm, whose childhood in a military family was an adventure of living in 14 cities by the time she finished college.

An accomplished leader, Camille is known for her interactive motivational style and use of humor to underscore key points. As a coach, she has partnered with over 5,000 professionals in identifying and reaching career goals. She has facilitated seminars and consulted with organizations nationwide in developing the talent they need to get the job done while creating a learning environment valuing high performance. Camille's work has gained international recognition via career Internet sites where over 100 of her work/life articles have been published and guided thousands of workers through transitions.

A proponent of interest-driven careers, Camille's career path includes positions in education, hospitality, international business, project management, coaching, writing, consulting, and training. She was recognized for her business excellence and ethics and selected as Career Coach of the Year Award from a field of over 1,000 associates.

Expertise

- Career Transition
- Career Management
- Résumé Writing
- Professional Networking
- Interviewing/Negotiating
- LinkedIn Creation
- Self-Employment Coaching
- Change Management

Achievements

- Coached over 5,000 individuals (all levels and in virtually every industry) to reaching documented goals in both individual and group transition settings.
- Facilitated life skills training enabling individuals to take control of and develop effective action plans for career and personal goal attainment.
- As a Master Career Coach, trained, selected and certified scores of Career Coaches for two outplacement firms – DBM and LHH. Currently facilitating a course at University of California San Diego (UCSD) leading to a Certificate in career coaching.
- Customized and presented scores of keynotes to businesses, universities, and professional organizations on leadership, career management, personal, and motivational topics.
- Sole instructor for UCSD career development pilot program; graduated 200+ participants with 63% landing new employment. Program won the Workforce Partnership Award for Excellence.



CAMILLE PRIMM (continued)

- Created dozens of customized training programs for developing core employee skills. Topics delivered include Effective Business Writing, Sexual Harassment Prevention, Diversity, Coaching, Presentation Skills, Listening Skills, Change Management, Strategic Career Management, and Leadership.

Education

B.A., Education (Minors: Communications and German), Longwood University, Farmville, VA
Certified Master Career Coach, Lee Hecht Harrison and Drake Beam Morin
Certified Career Advisor, University of California San Diego Extension

Certifications:

DISC
Strengthsfinder
Myers Briggs Type Indicator
Emotional Intelligence

Publications

Author, *Learning the Ropes: The Insider's Guide to Winning at Work*, Xlibris Corp.

Co-Author, *Discover Your Inner Strength*, Insight Publishing

