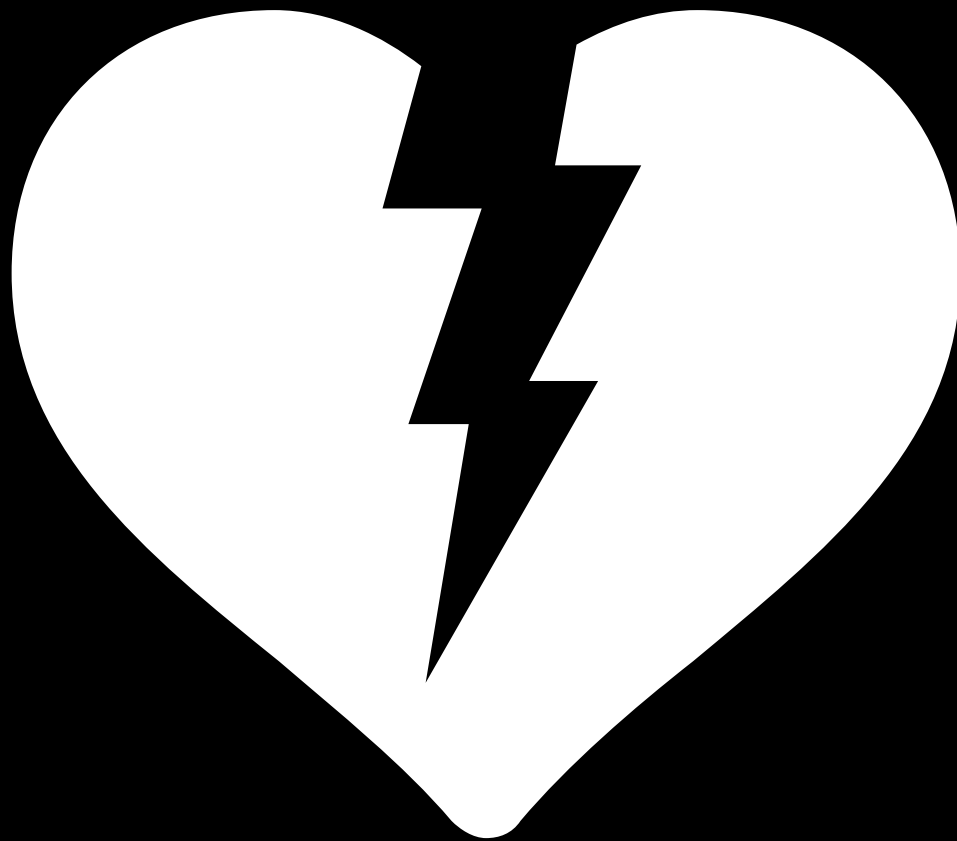




Chris Donnelly 

I post about startups, scale ups, AI and my entrepreneurial journey.

20 Brutal truths you must
accept to skyrocket your
career.



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1. People who do not set goals, do not succeed.

Be clear about your goals.

2. Being good at your job often leads to being given more and more work.

- Learn to say no.
- Do not take on too much.
- Deliver incredible work within solid boundaries.



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3) You have to do the work.

Nowadays, many people are great at coming up with excuses or alternatives.

But very little beats the power of getting things done.

If you want to progress fast, be known as someone who gets shit done.



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4) You will not make a lot of money on day one.

When starting a career, you may need to live frugally.

But you can increase your earnings fast by focusing on:

- High-demand skills.
- Your own personal growth.
- Delivering high performance.



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5. The fastest way to grow is to think “How does this affect others?”

Try and deliver ideas that improve the outcomes for:

- Your team.
- Your managers.
- The business.



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6. A good job search can take three to six months.

Great companies will have great applicants and will therefore be very considerate about who they hire.

Go the extra mile to stand out from the rest.



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7. Parts of your job will suck.

No one likes everything about their job.

8. Your attitude is just as important as your skills.

Employers are now more aware that skills are far more teachable than attitudes.

Be punctual, polite and respectful.



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9. If you do not fit dozens of jobs, it may be time to look in the mirror.

This one is brutal.

But have a deep think about the skills and experiences you are looking to get out of the jobs you apply for.



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10. Promotions have to be fought for.

They don't come to you.

With a million competing interests, the only way to guarantee continuous promotions is to:

- Take control.
- Be proactive.
- Outwork others.



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11. If you want to get paid more, do more than you're paid to do.

When management sees someone delivering on their job spec or beneath, this can be a sign that you are content in the role and aren't seeking a promotion.

- Be curious.
- Build new skills.
- Aim to surprise your boss.



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12. Being known as someone that “gets stuff done” is powerful.

If you’re known as someone who can “get stuff done” the opportunities will pile up.

Be savvy, pick and choose any extra responsibilities wisely and maintain boundaries.



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13. Your network will be vital to your progression.

Success will come easier if you have a lot of other people primed to help you.

Build a network of people you really look up to and a network of people who are at a similar stage to you.



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14. Reputation is everything.

No matter how you feel about a job or a certain day, you never want to give people a reason to think you are lazy or a poor performer

First impressions stick, and last impressions last.



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15. Communication is one of the most underrated skills in the workplace.

Be known as someone who communicates well.

Always give concise and accurate answers to questions and queries.



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16. A single mistake is not likely to get you sacked but continuous mistakes will.

Great companies recognise that failure and mistakes are part of the process of innovation.

But if you keep making mistakes, you will become viewed as very ineffective.



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17. Sales might sound like a dirty word but you have to be able to “sell yourself”.

You have to be articulate and consistent in demonstrating your value within the organisation.

Then build a network of advocates internally that you can call on for professional feedback.



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18. Careers are rarely linear.

There will be slower cycles and faster cycles.

There may be sideward steps and diagonal jumps.

The focus should be on prioritising your growth whilst consistently reviewing your goals.



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19. Poor-performing colleagues are not your problem.

They will be everywhere in every job.

Be nice and help them grow but ensure that your work is not affected by their performance.

If it is, you have to be professional and transparent with your manager about the challenges.



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20. An amazing career is unlikely to drop from the skies.

An incredible, fulfilling career that pays well is something that has to be fought for.

To borrow the words of Garry Tan:

“At every job, you should either learn or earn. Either is fine. Both are best. But if it's neither, quit.”

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future posts.**

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