



Career Tips Thursday: Session 37

From the UN to the Private Sector: Your Transition Guide

Speaker: Mariela Vazquez, MBA



Poll:

1. Have you worked in the private sector in the past?
2. How confident do you feel in being able to translate your experience into corporate friendly terms?
3. How many of you are looking to pivot into the private sector?

Agenda

- **Overview of the current private sector landscape**
 - What to know before you begin
 - Level-setting expectations for your job search
- **Transforming your PHP/PHF**
 - Case Study 1: Professional
 - Case Study 2: General Service

Overview of the Current Private Sector Landscape

- What to know before you begin
- Level-setting expectations for your job search
- <https://bit.ly/40Sh4fJ>



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USAID to Corporate: ROADMAP

Feedback & Suggestions: <https://forms.gle/WijBFTZ2ECGiBBTA>



Resume Basics

Understanding the Difference

UN PHP/PHF/P11	CV	Resume
A specialized resume format used within the United Nations system. It captures a comprehensive overview of a candidate's education, competencies, professional experience, and demographic information to ensure consistency and comparability across applicants.	A comprehensive document that outlines the full scope of your academic and professional history. It typically includes detailed descriptions of education, research, publications, presentations, affiliations, and other credentials. CVs are most often used in academia, research, and international organizations like the UN, where a complete record of your career is necessary.	A concise, tailored document that highlights the most relevant skills, achievements, and experiences for a specific job. Unlike a CV or UN-style profile, a résumé is not meant to list everything you've done—it's a strategic marketing tool that showcases how your background aligns with the employer's needs, typically in 1–2 pages.

Resume Strategy:

JANE DOE	
JaneDoe@gmail.com 987-654-3210 linkedin.com/in/janeDoe/	
ESG STRATEGY CORPORATE SOCIAL RESPONSIBILITY GLOBAL PROGRAM MANAGEMENT	
<i>Drives ESG-aligned strategies through cross-sector partnerships, data-informed decision making, and operational excellence</i>	
Purpose-driven leader with 10+ years advancing cross-border programs in governance, humanitarian response, and inclusive development across Africa and Central America. Skilled in managing \$50M+ global portfolios, mobilizing multi-sector partnerships, and aligning program delivery with ESG and CSR priorities. Brings deep expertise in stakeholder engagement, impact measurement, and systems transformation. Fluent in French, English, Arabic, and Spanish.	
Skills:	
Strategic Program Leadership ESG-Aligned Project Delivery Stakeholder Engagement & External Relations Cross-Sector Partnership Management Impact Measurement & Performance Reporting Financial Planning & Budget Oversight Grant & Contract Administration Risk & Compliance Management Global Operations & Crisis Response Workforce Development & Talent Enablement Governance Optimization & Systems Strengthening Policy Influence & Public Affairs Strategic Planning & Initiative Execution Program Innovation & Continuous Improvement Resource Mobilization & Donor Diversification	
PROFESSIONAL EXPERIENCE	
INTERNATIONAL ORGANIZATION FOR MIGRATION, Niamey, Niger	
Senior Manager, Strategic Initiatives – Governance & Cross-Border Operations	Jun 2023 – present
<ul style="list-style-type: none">Developed and implemented a cross-border operations roadmap aligned with national priorities, guiding 6+ initiatives that improved coordination across 3 agencies and accelerated regional data-sharing protocols by 25%.Oversaw a \$6M+ multi-sector program portfolio spanning 8 projects and 5 regions, ensuring full compliance while delivering 95% of initiatives on time and within budget.Led 5+ executive training sessions for 120+ government officials, boosting institutional readiness and accelerating policy adoption timelines by 30%.Represented cross-border initiatives at 7+ national and international forums, influencing regional governance strategies and facilitating new collaborations with 4 partner institutions.Built and maintained strategic partnerships with 12+ government and donor entities, securing \$2.5M in renewed funding and launching 3 joint cross-agency programs.	
Regional Programs Lead – Border Operations & Security Strategy	Feb 2020 – Jun 2023
<ul style="list-style-type: none">Managed a portfolio of 20+ cross-border security projects, including 4 regional initiatives, expanding data-sharing infrastructure across 5 countries and improving system interoperability for 30+ government agencies.Led development of 15 funding proposals on counter-trafficking and policing reform, securing \$5M+ from 6 international donors and enabling the launch of 10 new initiatives across the Sahel.Directed 3 phases of community policing programs across 5 regions, improving civil-police collaboration by 40% and reaching over 80,000 residents under counter-terrorism funding.Co-developed secondary screening SOPs with INTERPOL and FRONTEX, adopted across 15 border points and used to build 10+ prosecution-ready case files in transnational crime investigations.Provided technical guidance on biometric data legislation, contributing to a national legal framework adopted by 3 government ministries to align with global data privacy standards.	
Project Manager – Governance & Humanitarian Systems	Nov 2011 – Feb 2020
<ul style="list-style-type: none">Directed implementation of 4 large-scale programs—including national system rollout and humanitarian response—reaching 20,000+ individuals and enabling bilateral data exchange with 3 neighboring governments.Led implementation of 4 high-impact programs—including national system expansion and crisis response—reaching 20,000+ beneficiaries and enhancing data-sharing with 3 neighboring countries through digital infrastructure upgrades.Created and implemented performance monitoring and budget oversight tools across 10+ programs, improving reporting speed by 30% and enabling proactive resource reallocation and project course correction.Built and maintained partnerships with 15+ government and nonprofit stakeholders across West Africa, supporting multi-stakeholder program design and sustaining long-term donor relationships.Managed a 7-person cross-functional project team, increasing milestone completion to 90% through hands-on coaching and performance tracking across development and emergency response initiatives.	

- Optimize EVERYTHING— from formatting to language, every inch of this 8x11 counts
 - Use ATS friendly resume template
 - Single column. No text boxes, charts, or graphics.
 - Formatting goes a long way!
 - Add metrics using the “Achieved X by doing Y using Z” Framework
- Conduct Industry Research
 - Tailor resume to target industry
- Make minor adjustments for “Role” & “Professional Summary”
 - Optimize top 1/3 of your document

First impressions matter...



Recruiters take an average
of **6 seconds** to scan a resume.

Source: TheLadders



Case Study

Resume Case Studies

Professional:

Original Document

1. Identify relevant information
2. Transfer to corporate resume template
3. Review for Jargon & Assumptions
4. Bucketing + Color code
5. Metric Optimization
6. Metric Integration
7. Prioritize Bullets for Target Industry
8. Strengthen Metrics + Translate into Corporate Friendly Language
9. Refine Professional Summary + Skills
10. Final version

General Service:

Original Document

1. Identify relevant information
2. Transfer to corporate resume template
3. Color code + metric optimization
4. Final version



Thank You!