



Vakassia "V.J." Niles, MBA

Career Strategist & Transformational Speaker

Most Requested Topics

Ultimate Career Leap to Owning your Career Journey

Helping professionals move their careers forward with a simple three-step system that allows them to take ownership of their career progression with authenticity to make a bigger impact in their organization.

Who's on Deck

Discover what it takes to create a succession plan for middle managers that creates better managers, reduces employee turnover and doesn't make leaders feel that they are losing their jobs.

Purpose & Resilience: The Real PR to Success

With all the gurus selling success in a bottle and influencers making the journey look effortless, it's no wonder that many people feel that they don't have what it takes to pursue their dreams-whether it's starting a business or advancing in their career. Here's the thing that no one tells you: success looks different for everyone. But ALL success stories have two things in common: PR-purpose and resilience.



Vakassia "VJ" Niles is founder of The Niles Group, a Career Strategist, and international transformation speaker that helps midcareer professionals develop their careers with essential tools and strategies. With 20+ years of experience across 4 industries, she is able to help professionals pivot in their careers, excel in their companies, build professional brands, and network effectively for business growth. She helps companies build diverse pipelines and better leaders. She's a contributing author in "Just Me: The Business Woman's Personal Branding Guide" and frequently speaks on career and professional development, pivots, sponsorship, and networking. Her past speaking engagements include Panasonic, Tesla, GlaxoSmithKline, Centene, Enersys, DisruptHR NYC, Atlanta SHRM, HACE, and National Black MBA Association.

Testimonials

VJ totes the kind of character anyone willing to breakout and break free needs in our society today. She is unapologetically straight forward yet compassionate at the same time, forcing you to re-evaluate the way you've always viewed the success ladder. She was a recent talk host at our Women In Tesla Lunch & Learn series, and her thought provoking presentation, The Ultimate Career Leap, helped us see where we may be missing the mark as women on a career trajectory.

-Yvette Oriakhi, President, Women In Tesla-Satellite

Thank you for the wonderful talk you gave to Enersys Women in Leadership for International Women's Day. The event was extremely well-received by all. Here is some of the feedback.

"The presenter was very real and had tangible advice for all of the attendees."

"It opened my mind to thinking of things in a different way and made me feel empowered to control the direction of my life."

"The speaker really resonated with what most of us women feel. It felt more like a friend was giving the presentation and really got the audience's attention."

Amanda Finneran, Enersys Women in Leadership

Past Speaking Engagements



GlaxoSmithKline



14th WOMEN'S LEADERSHIP AND EMPOWERMENT CONFERENCE





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Career Strategist, Speaker & Author

Position your Talent, NOT your Title

When it comes to your career journey how are you telling the story? Is your focus on your job title or what your actual talents are? When you position your talent over your title you can accurately showcase what you bring to the table. Most people don't know how to articulate what they are looking for and end up in the wrong roles or with the wrong clients. When you position your talent, you are able to create a clear and concise narrative about who you are, what you do and what you bring to the table. This is a tool that be used when networking, for performance reviews, when trying to get a promotion and/or a raise, and winning clients.

LEADERSHIP DEVELOPMENT TOPICS

How to be a more Effective Listener

Nothing is worse then when a person hears you but does not listen to what you have to say and it's even worse when a client tells your team that. It's time to increase the listening skills of your team to improve your client relationships. This interactive workshop helps professionals become aware of when they are not listening and gives tools on how to be more effective at listening.

Navigating Difficult Conversations

From discussing bias, promotions, discrimination, or money at work it can be difficult to know how to start, have and end these types of conversations. Difficult conversations can cause people to feel anxiety and pressure and we don't want that. This workshop provides techniques and tools that help professionals prepare and handle difficult conversations.

VJ was simply amazing! Everything from her responsiveness during the planning phase to the execution of the sessions, she was a joy to work with. VJ uses her knowledge and experience in the work force to help others learn how to own your career journey by positioning your talents and sharing your career narrative. VJ utilized real-life scenarios of the participants in the session to provide concrete examples of how you can identify your super power based on soft and hard skills and how to weave that within your narrative. The tools she provided, including the Ultimate Career Leap Workbook, gave participants a way to identify and create a plan to move their career forward. VJ is engaging, personable, thorough and collaborative. It was an absolute pleasure working with her.

Sabrina Wannamaker, Centene Corporation,
McKinsey Accelerated Black Management Program
participant



"I am thrilled to recommend VJ. Things have definitely changed in the hiring world. Each day, I am getting rejected. No call-backs. No interviews. Each time I try to tweak my resume, it just gets uglier. But tonight I attended VJ's zoom training, "Position Your Talent, Not Your Title". Simple and beautifully presented, I went away feeling more empowered and angled with a new way to present myself. I am not one to "brag" on myself, but I ended VJ's meeting with a new perspective and am excited to share my strengths. It's not bragging when you can truly help the potential employer you are applying with!"

Elizabeth Brown, Virtual Assistant & Copywriter