

The AJO Difference

Our Career Transition Service Differentiators

Innovative, Highly Flexible Delivery Model Generates Improved ROI

Unlike time-based services that end before individuals have landed, support is provided over extended timeframes, based on service level. This 21st Century delivery capability generates a stronger return on your investment and is more in tune with the needs of those in career transition today.

Dedicated Consulting Support from Assigned Career Coaches

Senior consultants are assigned to each individual to ensure personal, dedicated and consistent support (as opposed to “career coach access”). Our consultants are knowledgeable, passionate and committed to helping participants succeed in what can be a highly stressful, confidence eroding, life transition.

Technology Tools for a Competitive Edge

AJO’s portal is provided until successful transition, regardless of program duration. Based on client feedback, our technology is a stand out when it comes to ease of use, breadth and depth of resources and integration with our consultative program components.

Responsiveness, Flexibility and Nimbleness

This is what we excel at! By offering a high degree of flexibility and responsiveness, our goal is to meet the unique goals of each client – whenever, wherever and however they need us.

Single Point of Contact

Marie Tanzi, AJO’s VP, Career Transition Services possesses over 15 years of experience supporting our clients in a primary account manager role. Marie’s ability to match individuals with the consultant who best fits their unique needs is exceptional.

Client Retention

Through service excellence, AJO has never lost a client through unsatisfactory service delivery.

Relationship Focus

AJO’s President, Andrew O’Connor III has built an organization that prides itself on the strength of client relationships. Andy makes himself personally available to clients and program participants, tapping his extensive network for the benefit of senior executive candidates in particular.

What Program Participants Say

A survey of former AJO candidates revealed:

- 27% had been through outplacement before
- Of those who have been through outplacement before, 61% said AJO services were superior
- Most consistent participant feedback highlighted AJO’s personal approach and tailored program delivery