

Careers with Impact Organizations - Skills Translation Map

Step 1: Reflection

- Why do I want to focus on the development/impact space?
- What kind of change do I want to contribute to?

Step 2: My Core Skills

Write 5–8 skills you excel at (technical, soft skills, sector knowledge, leadership).

| My Skill | Added Value/Translation | Sample Roles |
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Step 2: Match Skills to Organization Types

Tick or connect skills to the types of organizations that would value them.

- Foundations & Philanthropy
- Impact Investors / DFIs
- Social Enterprises / Startups
- B Corps & Corporate Sustainability / ESG Units
- Think Tanks / Policy Institutes
- Local NGOs / Community Foundations
- Accelerators / Incubators / Innovation Hubs

| My Skill | Organization Types That Value It |
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Step 3: Personal Positioning Statement

Write 2–3 sentences linking your skills to your purpose and potential roles.