

# How I got here

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**Karina Townley** Managing Director of Client Services at Guidant Global talks to us about her new leadership role and how she got here.

## Tell us about your new leadership role?

My new role focuses on leading our client services teams and delivery across EMEA. This involves overseeing and transforming our solutions and ensuring we do the right thing by our people and clients every single day.

## And your career journey that led you here?

I have worked in recruitment for over 20 years, 14 of those with Guidant. My role has always been client delivery focused, starting as a recruitment business partner and working my way up by diversifying the industry sectors I worked in as well as the solutions we provide. One of my best career moves was moving sideways so that I could be exposed to a different industry sector which made me recognise the need to adapt, think differently and keep learning and advancing within in my current role!

## What advice would you give to your younger self?

Always be yourself and always believe in yourself. Treat people as you expect to be treated.

## Are there any career defining moments or people that helped shape your career in recruitment?

Many... In a business which evolves around people, expect the unexpected, learn from your mistakes and recognise that you can overcome every problem with good relationship.

## What drives / inspires you?

I am fortunate to work with brilliant people every day and they all challenge and inspire me. I am driven by doing the right thing at all times. Also, without question my two daughters aged 7 and 2 inspire / challenge and tire me out in equal measure.

“*In a business which evolves around people, expect the unexpected, learn from your mistakes and recognise that you can overcome every problem with good relationships.*”