

TRANSFERABLE SKILLS

Career changes are now the norm, not the exception. Those who understand their transferable skills have a clear advantage.

Skills can broadly be divided into hard skills and soft skills. What matters is this: the less a skill is tied to a specific job, the more transferable it is. Discipline, empathy or strong communication skills apply across contexts – whether in IT, sales or healthcare. It is no coincidence that the same soft skills appear in job postings across very different industries.

Transferable skills become particularly important when changing roles or industries. Soft skills cannot replace technical expertise – but they provide a strong foundation. An IT project manager moving into technical sales brings more than they may realise: the same structured approach, the same technical language, the same way of working with clients. What initially seems unfamiliar often reveals many parallels on closer inspection.

Those who can make this transfer visible open doors that remain closed to others.

Articles on transferable skills (all articles)

- Do you know your transferable skills?
- How not to communicate your transferable skills