

PIVOT WITH PURPOSE

Macroeconomic Career Strategy for GRC & Audit Professionals

A 45-Minute Hands-On Workshop

Read signals. Move first. Build a career that compounds.

Career Background [\(https://www.linkedin.com/in/sydniebb/\)](https://www.linkedin.com/in/sydniebb/)

Finance & Banking

- Goldman Sachs
- Barclays
- HSBC

- Wells Fargo – Benson
- TCI – The Children's

FinTech & GRC

- FIS / Capco
- ACA Group

Endurance Athlete

- Marathon Finisher
- Ironman Competitor

"Same discipline, different finish line"

Workshop Agenda — 45 Minutes

0–8 min

Dream First

Vision exercise: December 2026 & 5-year horizon

8–15 min

Macro Signals

What the market is telling us right now

15–22 min

Framework

The repeatable positioning model

22–32 min

Sector Deep-Dive

GRC-specific opportunities in 4 sectors

32–40 min

Your Sweet Spot

Skills + interests + demand mapping exercise

40–45 min

Commit & Connect

One action + mentorship pairing

EXERCISE 1 OF 3

Dream First: Close Your Eyes

It is December 2026. The year is over.

- What are you celebrating?
- What role are you in — or have you stepped away from?
- Have you joined a board, taken a break, made a move?
- What does your professional identity feel like right now?

 5 minutes — write, don't type. Pen on paper.

Your Vision Worksheet

SHORT-TERM | Dec 2026

What title / role do I want?

Am I at the same org or have I moved?

Board seat? Interim role? Sabbatical?

What did I stop doing?

What am I most proud of?

5-YEAR HORIZON | 2031

What sector / domain am I known for?

How many boards / advisory roles?

Am I still an employee or independent?

What is my reputation built on?

What momentum carries me there?

Debrief: Patterns We're Hearing

The Break

"I want to step back and consult or take a breath before my next move."

The Board

"I want to translate this operational experience into governance oversight."

The Move

"I want to shift sector — same skills, different industry's risk profile."

The Build

"I want to create something — a practice, a function, or a firm."

The Compound

"I don't know exactly — I want the next step to open more doors than it closes."

Your answers tell you WHERE to aim. The macro signals tell you WHEN.

Getting a Job: Old Way vs. New Way

OLD MODEL

Certifications

Get the cert, hope it unlocks a role



Apply to Jobs

Submit, wait, repeat



Tools → Roles

Match your toolkit to job descriptions

VS

NEW MODEL

Macro Signals

Read where capital and talent are flowing (Signals - <https://myrtushq.com/signals>)



Demand Mapping

Identify sectors with a governance gap



Strategic Positioning

Reframe your story to own that space

The Repeatable Framework

1

Identify large global trends

Where is capital forced to flow? What is politically inevitable?

2

Map industries benefiting

Which sectors sit downstream of those trends?

3

Align your skills & interests

Where does your GRC expertise overlap with that demand?

4

Reposition your narrative

Projects, LinkedIn, conversations — tell the new story

5

Think globally, execute locally

Global awareness. Local relationships. Move before the crowd.

Large Global Trends – The Trend Is Your Friend

Critical Infrastructure

Energy & Utilities

83% of energy/utility execs rate cyberattack as serious risk. Massive capex cycle underway.

Natural Resources & Mining

Critical Minerals

EV, semiconductors, and defense supply chains all depend on mineral security.

Financial Systems

Capital Markets & GRC

Governance gap between large institutions and smaller registrants is widening.

Government & Defense

NATO, Zero Trust, FedRAMP

NATO 5% GDP pledge + multi-year federal procurement = sustained hiring wave.

Supply Chain Reshoring

Friend-shoring & Regionalization

De-dollarization and geopolitical risk are accelerating supply chain re-regionalization.

Where the U.S. Sits — 2025–2026

Business Cycle Position






Expansion

Peak

Contraction ◀ We Are Here

Trough

Macro Signals Now

-  Slowing growth (~1.9%)
-  Weak job creation vs expansion
-  Elevated rates + sticky inflation
-  AI boom vs. broader slowdown
-  Geopolitical risk premium rising

GRC demand is counter-cyclical — risk functions grow when uncertainty rises.

Stand on the Shoulders of Big Thinkers

Ray Dalio — Cycles & World Order

"Principles for Dealing with the Changing World Order" (154M YouTube views)

Understand debt cycles, currency cycles, and empire cycles — your career pivot should be timed to these, not to job postings.

Cathie Wood — Disruption & The Future

ARK Invest: ark-funds.com | "From Vision to Valuation" — Money Maze Podcast

Use her sector thesis (genomics, AI, robotics, energy storage) to identify where compliance functions don't yet exist — and plant your flag.

"Skate to where the puck is going, not where it has been." — Wayne Gretzky

EXERCISE 2 OF 3

What AI Can't Replace

The Instructions:

1. Open your AI tool of choice (phone, laptop, whatever you have)
2. Paste in your current job description — or describe your current role
3. Ask: "What aspects of my current role cannot be replaced by AI in the next 3 years?"
4. Write down the top 3 answers
5. Those are your transferable anchors — protect them and build on them

 5 minutes — do it now while we circulate

Finding Your Sweet Spot

What Interests Me Long-Term?

- Which sector would I still want to work in over time?
- What problem do I most want to solve?
- Where does my curiosity live?

Where Do My Skills Transfer?

- What do I know about how processes fail?
- Where does my GRC lens add value no one else has?
- What have I built that travels?

What Sectors Are Under-Served?

- Where is the governance gap widest?
- Where is there regulatory demand but no talent pipeline?
- Where can I be early?

Sweet Spot = High Interest + Easy Transfer + Real Market Demand

The Sweet Spot

Skills & Interests · Market Demand

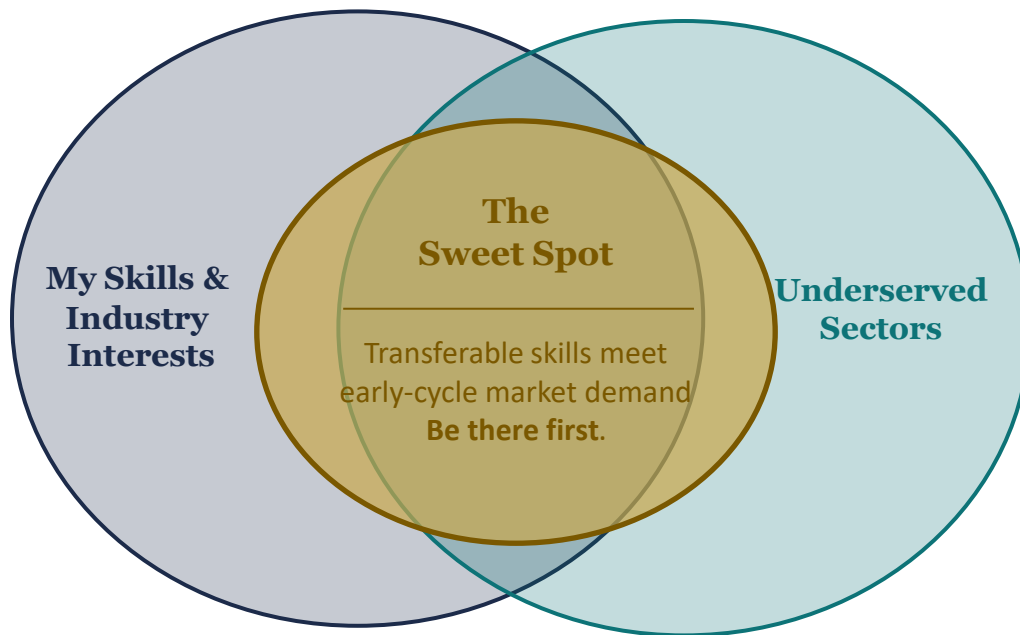


Diagram Available on <https://myrtushq.com/>

Read the signal. Find your sweet spot. Move before the crowd arrives.

Sector Opportunities — Where GRC Professionals Win

Critical Infrastructure — Energy & Utilities

83% of energy/utility executives see cyberattack as serious or moderate risk — top of any sector. Legacy SCADA, OT/IT convergence, and regulatory mandates create acute demand for seasoned GRC practitioners.

OT Security, Risk
Lead, Compliance Director,
CISO Advisory

Financial Systems & Capital Markets

The governance gap between large institutions and smaller broker-dealers, investment advisers, and small-cap companies is widening. SEC disclosure rules, AI governance, and third-party risk are driving demand.

Chief Compliance Officer,
FinTech Risk Director, Third-
Party Risk Head

Government & Defense

NATO's pledge, CMMC requirements, zero-trust mandates, and FedRAMP expansion create multi-year procurement pipelines. Clearances + GRC background = significant scarcity premium.

Program Risk
Manager, FedRAMP
Advisor, Cyber Policy Lead

Mining & Critical Minerals

Emerging ESG disclosure requirements, supply chain transparency mandates, and increasing geopolitical scrutiny create an acute shortage of audit & GRC talent in this sector.

ESG Audit Lead, Supply
Chain Compliance Director,
Risk Governance Advisor

<https://podcasts.apple.com/us/podcast/core-sample/id1896320695>

Pivot Archetypes — Real Paths for Senior GRC Leaders

The Board Move

From operator to governor

Senior audit/GRC leaders are in demand as Audit Committee members and Risk Committee advisors. The governance skills you've built are exactly what boards lack.

Path:

Target: Small-cap public companies, PE-backed firms, nonprofits.

Build: Board-ready bio, direct share offers, SEC/SRO knowledge.

The Sector Pivot

Same skills, new industry premium

A GRC leader from banking who moves to energy, mining, or defense often commands a 20-40% premium simply because the talent pipeline doesn't exist there yet.

Path:

Target: Critical infrastructure, defense contractors, critical minerals.

Build: Industry lexicon, sector-specific certs (NERC CIP, CMMC), new network.

The Advisory Play

Fractional or board consulting

Experienced GRC leaders are launching fractional CISO/CCO practices or independent advisory firms — serving 3-5 mid-market clients vs one employer.

Path:

Target: VC-backed startups, PE, family offices.

Build: Client pipeline, SOW/contract templates, narrow niche positioning.

EXERCISE 3 OF 3

Map Your Next Move

My pivot archetype is...

(Board, Sector, Advisory, or something else?)

The sector I'm targeting is...

(Energy? FinServ? Defense? Mining?)

My narrative hook is...

(The one sentence that connects your past to their future)

My first concrete step is...

(One action, one name, one call — in the next 7 days)

 5 minutes — then share with the person next to you

Key Takeaways

01

Cyber & GRC demand follows capital, not hype — read the macro signals

02

Certifications alone will not differentiate you at the senior level

03

Positioning matters more than credentials — own a niche

04

Think globally. Act locally. Move before the crowd arrives.

05

The best career compounds — each move opens more doors than it closes

The Power of Mentorship

★ Mentor

- You've navigated at least one of the pivot archetypes
- You're willing to have one real conversation
- You bring a sector, functional, or regional perspective they don't have

✦ Mentee

- You know where you want to go (roughly)
- You've done the exercises and have your archetype
- You're ready to ask one specific, concrete question

Activity: Find your match in this room. Exchange cards. Schedule 15 minutes.

The advantage goes to those who read signals and move first.

*Your next move is already visible in the data.
You just have to look.*

Sydney | [linkedin.com/in/sydneybb](https://www.linkedin.com/in/sydneybb)

<https://myrtushq.com/>

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Sydney B

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