

Coaching Professional Career Steps and Progression routes

A professional coach is someone who supports individuals and teams and guides them in pursuing personal or professional goals. This occupation can be found in private, public and third sector national and multinational organisations and employers. It is found in every sector across the country including, for example, the health sector, finance sector, engineering and manufacturing sectors, business and professional services, education sector, retail sector, leisure sector, technology sector and construction. Roles can vary and can include life coach, team coach and business coach to name a few.

The average salary for a coaching professional can range from £25,000 to £47,500 for an experienced coaching professional. A lot of professional coaches choose to work freelance and can charge between £20-£100 per hour.

Coaches may work in a variety of locations and environments, both indoors and outdoors, which may require travel and overnight stays or irregular hours. Coaching activity may be face to face or by virtual means. Many organisations are looking to develop coaching skills to implement change and will increasingly expect their employees to have these skills.



Life Coach

Average salary

The average salary for a Life Coach is variable, however this can be self-employed or freelance, where you can manage your own hours.

You can get into this job through:

University course

If you already have a degree, you could study for a postgraduate award in coaching. Courses at this level tend to focus on sport, performance management within organisations, coaching and mentoring in education or coaching psychology.

College course

You will have an advantage if you have got qualifications and membership of a professional organisation. A good starting point would be to choose a course that is approved by an independent coaching body.

It is important that you gather as much information as possible before choosing a course, as costs vary widely. Courses are available through online and face-to-face learning, so you can choose the one that suits you best. Apart from your studies you would need to make time for practical coaching sessions and preparation activities.

An apprenticeship

If you want to work within organisations coaching individuals and teams to improve their work performance, you could do a coaching professional higher apprenticeship.

This typically takes 14 months to complete as a mix of learning in the workplace and off-the-job study.

Career Tips

You may find it useful if you have experience in psychology, management, counselling, or teaching.

Career Path and Progression

You could specialise in a particular type of life coaching like business executive, spiritual or health and wellbeing coaching

Many life coaches begin work part-time, sometimes alongside another job, building their hours as they grow their caseload of clients.

You could set up your own business and employ other coaches.

You could use your skills and experience to train or supervise people new to coaching.

Further information

To further enhance your knowledge and skills becoming a member of a professional body can help to support your career.

You can get more advice on coaching and mentoring from the:

- [Coaching and Mentoring Network](#)
- [Life Coach Directory](#)
- [Association for Coaching](#)
- [International Coaching Federation](#)
- [European Mentoring and Coaching Council](#)

Careers Advisor (Career consultant, career coach, career development practitioner)

Average salary

From £21,000 - £35,000 a year

Careers advisers help people make decisions about their education, training, and work options.

You can get into this job through:

University

You can take either a postgraduate diploma or master's degree in career guidance. These courses lead to the Qualification in Career Development (QCD).

Many people apply to do this course after working in teaching, youth and community work or social services. These courses take 1 year full-time or 2 years part-time.

An apprenticeship

Apprenticeships relevant to this role include:

- Level 4 Employability practitioner higher apprenticeship
- Level 6 Career development professional higher apprenticeship

Volunteering

Experience of relevant paid or unpaid work, for example in support, advisory or mentoring roles could help you to gain work in this field.

Find out about local opportunities for voluntary work through the [National Council for Voluntary Organisations](#) or [Do IT](#)

You could start by working as a careers support assistant or youth worker and take further training on the job.

Your employer may sponsor you to take work-based qualifications such as:

- Level 4 Diploma in Advice and Guidance
- Level 4 Diploma in Career Information and Advice
- Level 6 Diploma in Career Guidance and Development

Counsellor

Average salary

Ranges from £25,000 - £45,000 a year

Counsellors help people discuss their problems and feelings in a confidential setting.

You can get into this job through:

University

You could do a diploma, degree or postgraduate course in counselling or psychotherapy.

Some undergraduate courses offer counselling in combination with other subjects, for example psychology, sociology or criminology.

You should look for a course that includes practical skills training and supervised placements.

College

You can start by doing an introduction to counselling course, which can last up to 12 weeks. After that, you can extend your training by completing courses like:

- Level 3 Certificate in Counselling
- Level 4 Diploma in Counselling Skills
- Level 5 Diploma in Therapeutic Counselling

More Information

You will be expected to undergo counselling yourself and regularly reflect on your practice with a supervisor, as this is needed for accreditation.

Counselling is often a second or additional career, and life experience is highly valued.

Professional and industry bodies

Becoming a member of a body on the [Professional Standards Authority's](#) counselling register can improve your chances of getting a job.

Further information

You can find out more about training and careers in counselling from:

- [British Association for Counselling and Psychotherapy](#)
- [UK Council for Psychotherapy](#)
- [National Counselling Service](#)

National Careers Service

A skills assessment can be helpful at any stage of your career, like when you:

- start your career
- return to work
- progress your career

Transferable skills are a set of skills that you're good at. You can build them up over time, through work, volunteering, education and life. You can apply these skills to a range of jobs. You may want to take an assessment to help you:

- find out what interests and motivates you
- identify your skills
- find out what you can do with the skills you have

Discover your skills and careers

Understanding yourself can help you work out what careers you may enjoy working in.

Please click [HERE](#) to take a skills assessment

This assessment:

- contains fewer than 50 multiple-choice questions
- takes 5 to 10 minutes to complete

When you finish, you will see some suggestions of roles you may enjoy based on your answers. You may want to [explore careers](#) based on these recommendations. You can compare different careers to see what interests you.

Employment Agencies

Employment agencies give you the opportunity to register your intention to look for employment and will often screen your area of expertise and provide you with current opportunities

There are a number of Employment Agencies available to register with, some are generic in employment areas and others are more specific to the sector.

[Reed](#)

[Adecco](#)

[Indeed](#)