

2026



# MAGAZINE

March 2026 Edition

## **CEO Perspective**

The Reality of work.

## **Career Currency**

Corner office conversations on how the workforce really works!

## **Career Spotlight**

The Career You Should Be Watching

## **Leadership Spotlight**

Take a closer look at the work of one of our community leaders!





# ABOUT US

Klimb Magazine is a space dedicated to career growth, leadership, and opportunity. We focus on equipping professionals with the insight and tools needed to navigate a rapidly changing workforce.

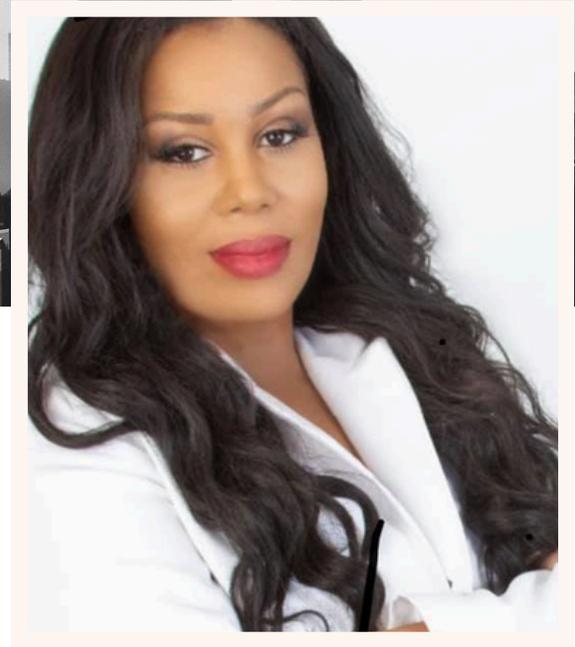
At the center of this vision is our CEO, Kimberly Harris, whose leadership is rooted in access, strategy, and long-term development. She believes career success is not only about getting hired. It is about preparation, positioning, and continuous growth.

Inside this issue, you will find leadership stories, practical career advice from professionals across industries, and emerging roles to watch as the job market evolves. From communication skills to workplace advancement, our goal is to provide guidance that supports every stage of your journey.

Your career is always developing. This magazine exists to help you move forward with clarity and confidence.

**Scan the QR code to explore opportunities in your city and take the next step toward your future.**





# CEO PERSPECTIVE FROM KIMBERLY

## **CEO Perspective: A Workforce Shift We Can't Ignore**

Since my last entry, the workforce has shifted in ways we can no longer ignore. Nearly 300,000 Black women have exited the labor force in just three months, a number that signals more than a temporary setback. This is no longer just about careers, it is about access, stability, and full economic participation.

The causes feel familiar, including federal job cuts, rollbacks of DEI initiatives, inflation, automation, and underrepresentation in high growth sectors like technology. But this is not a passing moment, it is a pattern. When Black women leave the workforce at this scale, the impact reaches beyond individual households and affects productivity, innovation, and ultimately GDP.

There is also a widening network gap. Research shows most jobs are secured through referrals, which means opportunity is often shaped by proximity as much as qualifications. As DEI efforts and ERGs shrink, so do the spaces that once created connection and visibility. When networks shrink, opportunities shrink, and participation declines.

This is not about charity, it is about sustainability. Employers must reinvest in intentional recruiting pipelines, community partnerships, and visible paths to leadership, while communities must create stronger networking ecosystems and direct access to decision makers. People do not just need jobs, they need access to the rooms where those jobs are decided.

**Kimberly Harris-Villalva**  
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# CAREER CURRENCY

With Cameron Allen

Cameron earned her Master of Arts in Government from Johns Hopkins University while working at a major political organization in Washington, D.C.—a foundation that shaped her passion for policy, community, and impact.

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Q

**You graduated five years ago. Has the job market really changed that much?**

I'm only 26, but the shift since I graduated in 2021 is obvious. The market was competitive then. Now it's tighter, more digital, and more saturated. Remote work expanded the talent pool. AI reshaped entry-level roles. Employers expect experience and polish from day one. The upside is access. More tools. More networking. More transparency. The ones who succeed stay adaptable and treat their first job as a launchpad, not a life sentence.

Q

**Your major was in politics, but you didn't land there right away. How did that**

My dream career was in politics. It was my major. I pictured graduating and stepping straight into that world. It didn't happen. I worked in retail instead. At first, I thought I was off track. But retail strengthened one of my biggest skills: connecting with people. Later, when I worked in fundraising on a presidential campaign, I realized those same skills were the job. Retail wasn't a detour. It was training. Sometimes the "in-between" roles prepare you for where you're meant to go.

**Q**

### **How important are mentors when you're just starting out?**

Mentorship matters. Established mentors bring big picture insight. They understand industry shifts and long term decisions. But near peer mentors are just as important. They recently interviewed. They just adjusted to corporate culture. They remember what it feels like to be new. Ask them about salary. Ask what they wish they knew. Ask how they manage imposter syndrome. You need both. The seasoned leader for strategy. The near peer for practical advice and real time survival tips.

**Q**

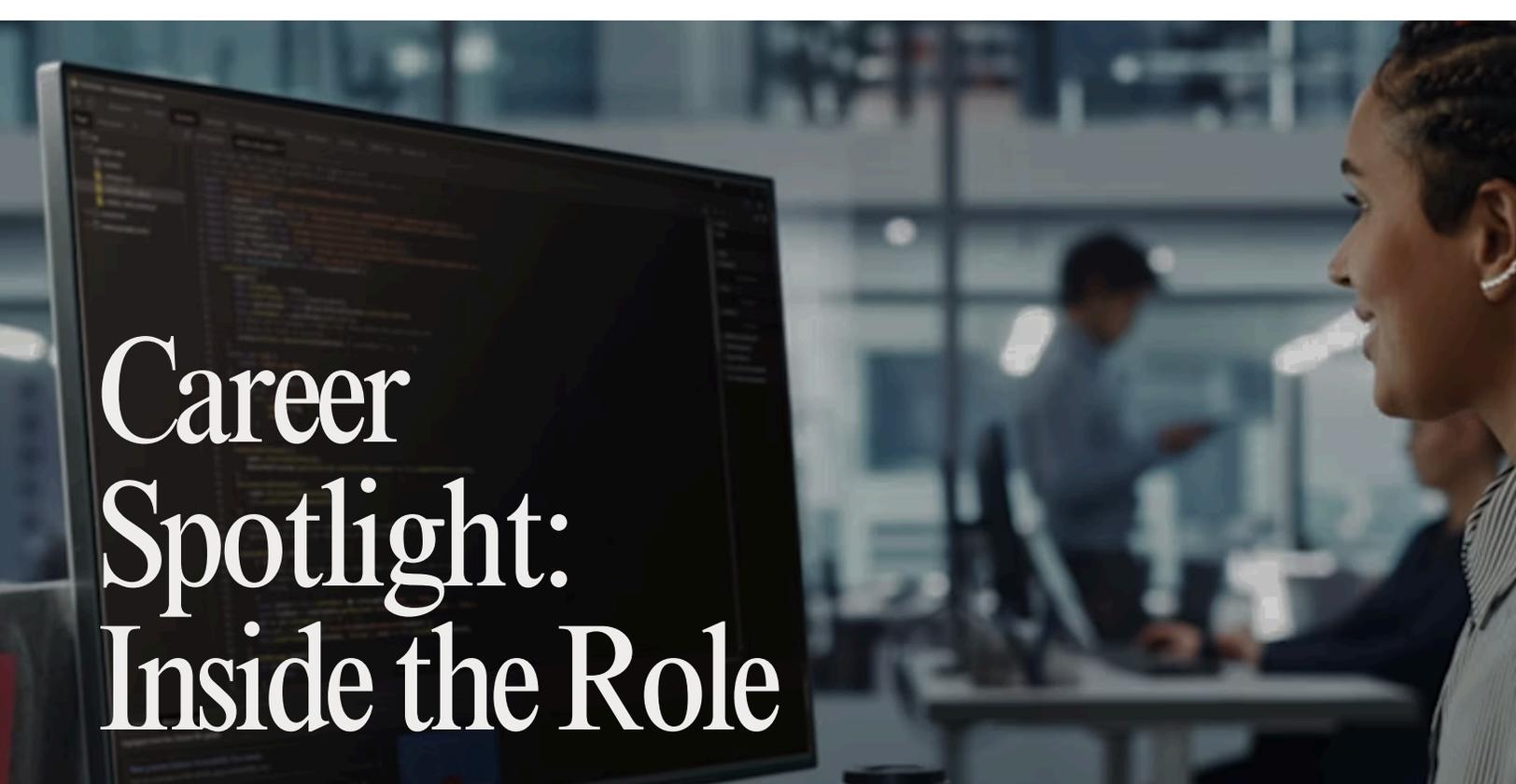
### **What practical advice do you have for seniors entering corporate settings?**

First impressions still matter—maybe more than ever. Dress professionally. Even in relaxed office environments, err on the side of polished until you understand the culture. Presentation signals respect for the opportunity. Have personal business cards ready—but think modern. I keep a digital business card saved on my phone that I can AirDrop or text in seconds. Networking opportunities pop up everywhere: coffee shops, industry events, even flights. Be prepared.

**Q**

### **Any Final Advice?**

If you're a senior about to graduate, don't panic if your path isn't linear. The job market is tougher than it was five years ago—but you're more resourceful than you think. Stay polished. Stay curious. Find mentors. Be open to pivots. And never underestimate the power of being someone who can genuinely connect with people.



# Career Spotlight: Inside the Role

## AI PROMPT ENGINEER

*One of the fastest-growing opportunities today isn't tied to a traditional degree or career path. It's how we communicate with AI.*

### What This Role Is

An AI Prompt Engineer understands how to work with tools like ChatGPT and Claude to generate meaningful results. That can include content, workflows, research, strategic planning, and operational solutions. This role blends communication, strategy, and technology. At its core, it is about asking better questions to produce smarter, faster outcomes.

### Why It Matters

Companies are adopting AI quickly, yet many teams still struggle to use it effectively. Access to the tools is no longer the advantage. Knowing how to direct them is. That gap is where opportunity exists. Professionals who can guide AI systems are becoming valuable across industries, from marketing and media to operations and executive leadership.

### How to Get Started

Getting started does not require a specific degree. It requires practice. Learn AI tools such as ChatGPT and Claude. Study how prompt structure changes output. Build sample projects that demonstrate your thinking. Apply the skill to real business problems and document the results. The entry point is not credentials. It is execution.

### Salary Snapshot

- \$25-\$50 per hour (entry-level or freelance)
- \$70,000-\$110,000+ (full-time roles)

Compensation scales with expertise, strategy, and the ability to deliver results.

# LEADERSHIP SPOTLIGHT

DR. SINCLAIR N. GREY



Dr. Sinclair N. Grey III is a transformational global speaker, leadership and mindset strategist, author, preacher, and business trainer committed to helping leaders think clearer, perform stronger, and rise to their next level. Known for his dynamic delivery and practical insights, he equips professionals, entrepreneurs, and organizations with the clarity, confidence, and mindset needed to grow with purpose.

Drawing from years of experience in business development, leadership training, and personal transformation work, Dr. Grey helps audiences master communication, elevate their thinking, strengthen their decision-making, and build meaningful relationships that drive success. His approach blends real-world strategy with timeless principles – creating messages that resonate across corporate, educational, nonprofit, and faith-based environments.

As the author of seven books – including *Fear Doesn't Get a Vote: How to Overcome Doubt, Jealousy, and Everything That Holds You Back* and *The ABC's of Making Business Networking Work For You* – he has inspired readers around the world to overcome fear, embrace discipline, and take decisive steps toward their goals. His writing and speaking consistently empower people to rise above doubt, shift their mindset, and lead with intention.

Throughout his career, he has created entrepreneurship programs, led community empowerment initiatives, supported youth development, and championed educational opportunities as a former member of the Board of Education in Social Circle, Georgia. His service reflects a lifelong commitment to growth, leadership, and uplifting those he serves.

A proud member of Phi Beta Sigma Fraternity, Inc., Dr. Grey lives out the fraternity's values of brotherhood, scholarship, and service through his speaking, coaching, and community leadership.

Whether delivering a keynote, facilitating a leadership workshop, preaching to a congregation, or training teams to perform at a higher level, Dr. Grey's mission is consistent: to help people grow mentally, emotionally, spiritually, and professionally – and to empower them to step confidently into the life and leadership they are called to live.

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