



# UK Head of Deal Advisory: Liz Claydon

## Transcription

Hi, I am Liz Claydon and I am the capability leader for our Deal Advisory business.

I joined as a graduate into our Audit practice actually in our Leeds office which is where I'd gone to university and I can honestly say it was the people and the culture of KPMG that attracted me.

If I look back into my career and why I enjoyed working in Deal Advisory from an early stage in my career is just a. the variety but b. that fact that I just learnt exponentially. There was so much learning to do and if you are curious and want to work in an environment where it's fast paced but you will learn fast and you will be mentored and guided by those around you then, there is no better place to work.

Deal Advisory effectively, is a collection of businesses. There's a common thread and strand that goes through all of that which, is helping clients through the transaction cycle. So what does that really mean? We help clients buy, sell, finance, value or restructure their businesses.

Well let's come back to what our clients are looking for from us. They are looking for insights; really how do we use technology to get better insights, to get faster insights, to get broader insights is really important. So, it's not just about how we present our findings to clients in a digitally enabled way which, is of course what they are looking for more and more. It's how we are using technology to be at the cutting edge of what's happening in the world around us and enable us to draw those deeper insights, to be able to help and advise our clients make the right decisions.

Well, I would say it's hard work but it's fun at the same time, it's fast paced; actually there's nothing more exciting than working on a deal and transaction where you wake up on a Sunday morning and read the papers and actually, the deal that you been working on is in the papers.

There is also a real team spirit within Deal Advisory, from a very early stage we got to work in close-knit teams, we are working to tight deadlines and therefore, we've got to be supportive of the people in the team and enabling we get to that outcome that the client is waiting for.

I love watching the people I work with thrive, I love watching their careers advance and seeing them promoted, that makes me very happy. The other thing would be just helping our clients through some of the most difficult and strategic questions they've got to ask themselves; it's a very rewarding career in that regard.