



# UK Head of Deal Advisory: Liz Claydon

## Transcription

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.

What differentiates us from our competitors across Deal Advisory? To me, it's got to come back to the people; it's got to come back to how we build those long-term trusted relationships with our clients. The reality is we are at the cutting edge of our clients' strategies and that's really exciting.

So, what's my vision for Deal Advisory? It's about trusted relationships and it's about a connected and integrated offering.

Why should experienced professionals really think about joining KPMG? To me, it's about how we can help them accelerate their career progression and how we do that is, by just providing that variety of experience be that, by working on valuations one month and M and A transactions another month and potentially all the way through to restructuring.

For more experienced hires entering into Deal Advisory, to me it's actually really important that you hit the ground running and to do that it's about how you integrate yourselves into those teams; I think we have a very inclusive culture in that regard, we have a good track record of bringing hires in and getting them out on to projects straight away so, they feel part of the team. I think the other thing is then is making sure we are giving them the variety of experience, be that working out on client site, be that going on secondments to clients which, is something I did in my career which was a really, really important developmental part of my career.

So, what type of person thrives at Deal Advisory? The word that springs to mind there for me is someone who is curious; someone who wants to learn; someone who wants to be a team player and part of a team and someone who is prepared to work hard, when that's needed but also, it's not like that all the time. Actually, there is flexibility in the model, I am a mum of three kids; there were times in my career where I needed to look for roles in Deal Advisory that weren't always at the cutting edge and weren't always the long hours. So, I think being able to be flexible and be... throw yourself in at the deep end when required but also, you know, let people know when you actually need a period of, a little bit more, stability in your life, as we all need at a certain times.

So, what do I love most about KPMG? 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.