

**Chapter 36 Financing the Business
Career Chatroom Career Profile**

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Q What do you do at work?

A I am, first and foremost, an auditor. I work with over 55,000 partners and professionals at the Big Four accounting, tax, and advisory firm KPMG LLP. Every day is different for me. I spend a majority of my time meeting with clients, working with the firm's leaders to ensure consistency in KPMG International's member firms in over 144 countries, helping to design new technologies that improve the way we work, and meeting with KPMG partners and professionals to discuss their careers and opportunities.

Q What was your first job in marketing?

A My first job was at KPMG LLP as an assistant accountant. I had just graduated from college and completed my Certified Public Accountant (CPA) examination. Back then, performing an audit was a very manual process. Today, audits are performed with sophisticated technology and under more extensive professional standards.

Q What skills are most important to you?

A The three most critical skills are technical acumen, sound judgment, and interpersonal skills. An auditor needs to have a strong technical understanding to perform important responsibilities; that is fundamental. Second, it is critical to understand and relate to the issues, challenges, and facts of a situation and draw the right conclusion. Finally, what good are technical knowledge and an ability to relate to your clients if you can't communicate with them? Being able to have upfront, collaborative conversations with clients and convey critical messages to teammates are *all* important skills for success.

Q What is your key to success?

A “Doing the right thing in the right way,” describes the values I have lived by throughout my career. It’s amazing what you can accomplish when you stay focused on doing what’s right. This isn’t always easy. I’m sure it’s a much tougher road than taking shortcuts. But in over 30 years of working in this profession, I don’t ever regret taking the high road and standing up for what I believe is right.