On Campus – Issue 18

Career advice from PwC’s US Chairman and CEO, Bob Moritz

Recently, I was approached by a new associate in our Atlanta office who had read some advice I had given to college freshmen on Reuters.com. The new associate asked if I had any specific career advice for someone just starting out at PwC. I replied to her directly and then also shared this advice in a blog with all PwC staff through our internal social media platform. Since you are a student who will soon be start­ing a new career, I also thought I’d share my advice with you.

1. More than the breadth of your work, your personal brand is defined by the quality of your work.

2. Remember, leadership occurs at all levels. Whether you’re a first year associate or a senior manager with a wealth of experience, look for opportunities to exhibit everyday leadership. Do well in the tasks you are asked to perform, but then extend yourself to do even more.

3. Get smart about the organization you have joined. Get to know all of the different services your company has to offer...explore and experi­ence a few if you can. You’ll be in a better posi­tion to add value in your role, and in the process you’ll expand your network.

4. Network, network, network! You may not realize it now, but many of your peers today will not only be your colleagues, but may also be clients or service providers tomorrow.

5. Ask for feedback...

6. ...then act on that feedback when appropriate. (And recognize that not all feedback comes by way of a formal sit down meeting or in a written form. Take it and learn from it in whatever form it comes.)

7. Learn as much as you can with the opportuni­ties provided...whether through your assign­ments, in the classroom, via self study or learning from other teams. And never be com­placent—continually seek out new opportuni­ties, especially those outside your comfort zone.

8. Don’t forget you are part of a team. No one can do it alone. So be a great team member, support your colleagues, put yourself in others’ shoes...and think about how you will create and lead teams in the future.

9. Give back. We are privileged to have jobs and be in the position to give, and, whenever we can, we should give back to our communities, be responsible leaders, and help people in need.

10. Finally, make sure it isn’t all just work. Enjoy life and take advantage of your organization’s flexibility to pursue your passions outside of work. Don’t treat your career as a sprint to the finish line, but as a marathon that will last many years.

I recognize that I don’t own the keys to success. The beauty of being part of a firm the size of PwC is that there are as many paths to success as there are people here.

To follow in the PwC spirit of people helping others to develop professionally, I encourage you to share this career advice, as well as your own, with your friends and peers.