***Experience growth re-imagined***

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Professionals in PwC’s Advisory practice bring a diverse background of skills and experiences that enable us to provide our clients with a unique and holistic perspective to their business issues. Our Advisory practice has grown through robust hiring—both campus and experienced hires—as well as strategic acquisitions. Consequently, our services have expanded, enabling us to address our clients’ most complex issues from strategy to execution, while also enhancing PwC’s status as one of the world’s top consulting organizations. Our professionals work with specialists across the firm who have deep industry experience and deliver customized solutions across consulting, deals and forensics services.

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***Expecting the unexpected***

I joined PwC as a new campus hire after a sum­mer internship with another company. I thought I would start my career working primarily with a team through a manager. I had expected senior staff would be handling all the client in­teractions until I had been with the firm for a while. But on my first day, I was talking directly with clients, and then working with senior lead­ers. That was unexpected, yet I always had the full support of my team.

Through many of my early interactions, especially with the more senior-level clients, I witnessed some high-level strategic decisions being made. I came into a project that was al­ready in progress and was able to see how the client and the team were responding to chal­lenges and working through the issues. As a new team member, it was exhilarating to be brought into a project like this right away and to be part of the conversation and solution. At the begin­ning, I certainly was not the direct point of con­tact, but it wasn’t long before my team trusted me. I wasn’t just part of the “little” things, I was part of the entire process and had real responsibility, which meant I had to be on my game. I didn’t know when I would get questions, so I had to be prepared by keeping up with research on the client’s history, activities and strategies. At such an early point in my career, this was really satisfying, and it boosted my confidence. Like many people who are new to a role in an organization, I sometimes questioned my ability when I joined the firm. “Did I have the right ex­perience to tell clients something they don’t already know?” I have to say it was small wins and small successes that built my confidence, and I just ran with it. I had a desire to work hard, get ahead and really do some cool things. I’ve really been able to take advantage of the oppor­tunities PwC provides.

***Relationships that have an impact***

From the beginning, I worked with a couple of great managers on my team who helped me jump start my career. From the moment we started working together, they said, “We fully understand your background. We’re asking you to jump into the fire here and get up to speed. If you have questions, ask.” Their coaching was so valuable to me—they helped me understand how to be effective with clients and how to get my point across. When we were in front of a cli­ent, they always made sure I was prepared and they allowed me to ask the sorts of questions beginners have behind closed doors, so that when it came time for presenting, I would be articulate in front of the client. There was no ex­pectation that I knew all the answers. It was okay for me to ask questions, even if I thought they were “rookie” questions. The culture is friendly and supportive, and that is what is so incredible about the firm. The fact that I could sit down one-on-one as an associate with our senior leaders and feel as comfortable with them as with peers, was inspiring.

***Sharing in a collaborative culture***

We choreographed an interactive collaborative workshop for a client called Accelerated Solu­tion Design (ASD). We gathered all of their key decision makers in an off-site location, discour­aged interruptions from cell phones and laptops and helped them focus on how to tackle a strate­gic challenge they were facing. Before this workshop, our team spent about six weeks re­searching the company and their key challenges in the marketplace, the competition and inter­nal organizational issues. So, when we came together, we were prepared to help them meet their objectives and formulate their strategy going forward. It was important to understand the client’s challenge from different perspec­tives. Some other PwC teams on the account had done work in these areas, including col­leagues in San Jose and San Francisco, but we also brought in subject matter specialists from New York City and PwC India who had experi­ence in the space. In order to come to the work­shop with leading practice-type ideas—we picked their brains to identify the common chal­lenges they had seen in these areas. By leverag­ing the knowledge and skills of our colleagues from across the firm during preparation for the workshop, we were able to have a far more inter­active and rewarding conversation with the client. It really was a team effort to come to the workshop fully prepared, with a perspective, and do it all in a tight timeframe. We got some incredible information from the client and ex­ecuted the workshop to the client’s satisfaction. We were able to anticipate many of the ques­tions and challenges that surfaced and had the information ready to work through it. These workshops create a buzz around the client. People talk about these events for months—they’re very impactful. We’ve seen so much suc­cess with the ASDs, and have helped a lot of our clients. They’re being rolled out to other clients, and are gaining momentum. It was an incred­ible opportunity to be a part of this workshop at an early stage in my career. I was given con­siderable responsibility and I learned so much professionally and personally.

Just in the past few years, I’ve had so many ex­periences that I could never have even dreamed of having. I’ve worked on a broad range of cli­ents from software and consumer product companies to an online travel company where I learned about a call center application, the technology, and the strategy that goes behind it. I’ve also worked with a very large computer company that manages hundreds of accounts across the globe trying to improve their vendor relations. I helped the company understand where it could consolidate vendors and where the cost savings were.

The breadth of experience that you can get within consulting at PwC is really unmatched. I’ve been able to see how all these different organizations run, both within the same and completely different business areas. It’s very hard for people coming out of school to know exactly what they want to do for the rest of their career. Being exposed to all these different ex­periences has been really valuable to me, be­cause it has allowed me to see all of these things and decide where I want to focus and, and ultimately, where I feel I can have the greatest impact. I have so many opportunities available to me and I feel that I am encouraged and sup­ported to drive my career path the way I want to with PwC.