



Q&A

Janet Kluever

Principal: Transactional Services Sales
Power and Infrastructure

Q: Tell us about your background and what led you to your current role at Nedbank Corporate and Investment Banking.

A: After qualifying as a chartered accountant, I began my career in various financial and commercial roles. However, I soon realised that I wanted something more challenging and decided to venture into building my own consulting business. In a twist of fate, before the end of my second year as an entrepreneur, I was enticed to join a previous employer to focus on business development and various corporate finance activities.

After a fruitful 10-year tenure, the opportunity to work in banking presented itself, and I eagerly seized it, leading to my current role at Nedbank Corporate and Investment Banking (CIB). This journey has been incredibly fulfilling, and I am most grateful to the individuals who afforded me these opportunities.

Q: What was the defining moment that steered you towards the energy sector?

A: The significant implications of South Africa's energy challenges, particularly their effects on investments and job creation, have played a crucial role in guiding my career path towards the energy sector. The opportunity to be part of the solution to such a critical challenge is highly motivating. I am passionate about making a difference – not only for our clients and the bank, but also for the broader community – knowing that it impacts the livelihood of every South African.

Q: Tell us about your team and how you manage them.

A: The Power and Infrastructure Sector Team within Transactional Services is driven by purpose. Our focus is on optimisation and innovation in the renewable energy space to provide the best solutions and add value for our clients. We have a dedicated sales team supported by an extensive back-office team, and every individual plays a critical role in the ultimate success of the team.

Our core responsibilities encompass providing short-term funding, trade, as well as global- and transactional-banking solutions to clients. Each member of the team is an extension of our work family, and we look out for and support each other in both professional and personal capacities.

Q: Balancing work and personal life in such a demanding field must be challenging. How do you manage it?

A: Balancing work and personal life is an ongoing challenge, but prioritisation is key. I am fortunate to have a supportive partner who understands and is patient when I need to focus all my efforts to meet the demands of work. I rely on a strong support system to handle the day-to-day needs of the household, allowing me to be emotionally and psychologically present for my children. Whenever we have the opportunity, we make sure to spend quality time together as a family.

Q: Mentorship seems important to you. Can you tell us more about that?

A: Mentorship is a critical aspect, especially for young professionals entering the workforce. Early in my career, I found myself in a male-dominated industry and was fortunate to have a mentor who helped me navigate the environment and find my voice. Now I strive to pay it forward by guiding and empowering others. I encourage young professionals, especially women, to be confident, learn from their mistakes and assert themselves. Mentorship plays a vital role in empowering the next generation.

Q: What are your views on the shift towards renewable energy in South Africa?

A: The shift towards renewable energy is both inevitable and crucial, as highlighted by the historic and current challenges in the energy sector. Increased access to renewable energy sources is fundamental to the broader goals of environmental sustainability and social equity.

Q: Where do you see the energy sector in South Africa in 10 years?

A: In the next decade the energy sector in South Africa will undergo a dynamic and transformative period. The transition to renewable energy, advancements in storage technologies, and the evolution towards a decentralised generation and distribution network are key drivers of change. I believe the development of a trading platform that enables free trade of electricity and other innovative approaches will optimise energy supply and overall stability for the sector. I look forward to witnessing the success of achieving a sustainable and resilient energy sector as well as the derived opportunities

for economic development and job creation.

Q: What role does Nedbank CIB play in this transition?

A: Nedbank CIB plays a crucial role in the renewable energy transition of South Africa. We are a leader in financing renewable energy projects and contribute to developments that shape the sector. Our dedicated teams continuously innovate to provide the most economical solutions, ultimately benefiting end users. We are committed to sustainability and creating a greener future for all.

Q: How do you unwind after a busy day?

A: There is nothing like catching up with my children to take my mind off work-related matters. I enjoy listening to their unique perspectives and insights on various topics. Their sense of humour is contagious and typically the highlight of my day.

Q: What legacy do you want to leave?

A: I aspire to be remembered as a professional who brought unwavering energy, positivity, innovation, and mentorship. I believe in fostering a culture of continuous improvement and making a meaningful difference to our clients and the community.

Q: What advice would you give to a young woman entering the energy sector?

A: The energy sector presents numerous prospects for those seeking to make a positive impact. Recognise the privilege to live with purpose and strive to contribute meaningfully every day.

