



Precious Phaleng

Senior Manager | Deal Advisory |
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Q *What does your current role entail, and tell us about your journey to this position?*

A I am a senior manager in Deal Advisory at KPMG. My journey started after I completed my SAICA training contract at Ernst & Young, and qualified as a Chartered Accountant. I have been at KPMG for almost 10 years, and have been in the deal advisory space for eight years. I currently specialise in valuations and B-BBEE advisory services, and have over five years' experience in this space. I have also spent over five years providing financial and commercial due diligence services to clients.

Q *What led you to pursue a career in corporate finance?*

A I developed an interest in corporate finance during my articles in the financial services sector, where I had an opportunity to audit valuations for principal investments and private equity clients. I was always inquisitive to understand what the deals space entails and how it benefits an ordinary man on the street. I then decided to join Deal Advisory.

Q *What, in your opinion, is the hardest part of a transaction?*

A For me, the most challenging (not really hard) part of my work, in any transaction has to be people management. I find that my work hugely revolves around managing people and I always have to apply exceptional people management skills to get the best from my teams. I find that being more self-aware

and also being aware of my surroundings (environment and other people's characters) has enabled me in navigating through this challenge. I have also observed that the greatest leaders are mostly people who manage themselves very well but also do a great job in managing others.

Q *When things go wrong, what advice would you give about moving on?*

A There is a saying in Sepedi which says that "ngwana wa sa lleng o hwela tharing" which is translated as "if you don't cry, no one will know that you are dying". I prefer to seek help when I am struggling. I find that when I communicate transparently with my teams (being internal teams and or clients) I am able to manage situations better. I always encourage my teams to "over communicate", and when I provide this advice, I find that my teams start understanding the level of communication that is expected from them. Nothing good can never come out of suffering in silence.

Q *What advice would you give a young woman working on her first deal?*

A A positive attitude is one of the most important qualities one should have. Always push yourself to learn new skills, and be teachable. Be open to criticism on your work and work ethics. Over and above everything, enjoy the journey, and keep smiling.

Q *Did you have a mentor and, if so, what was the most important thing you learnt from them?*

A I have had the privilege of being mentored by the greatest women and men in the profession, and the most important things I have learnt from them is that: my work will always speak for me; a positive attitude is as important as my technical skills; and that I need to continuously read and upskill to remain relevant. I have treasured this advice and kept it close to my heart.

Q *What do you do to unwind and get away from the stress of work?*

A I enjoy working out at the gym, getting pampered at a spa, spending time with family, going to church, and travelling when I can.

I believe in the saying that "you cannot pour from an empty cup", so I try to relax and recharge every chance I get.

FUN FACTS

Favourite colour:

Natural colours.

Current book on your nightstand:

The 10x Rule by Grant Cardone.

Favourite restaurant:

Orange Restaurant.

Preferred holiday destination:

An island.

Three words your colleagues would use to describe you:

Compassionate, hardworking and funny (well, I hope so!!!). 🙌