



Lauren Tuchman Senior Manager | Deal Advisory | KPMG SA



What does your current role entail, and tell us about your journey to this position?

I have been with KPMG for 12 years, and started my career in financial services audit. During my training contract, I was a member of the Financial Engineering Group (FEG), which is a select group with extensive experience in the valuation of unlisted debt instruments. This was the starting point for my love of valuations and understanding of financial markets. I joined the Deal Advisory team straight after completing my articles.

In my almost 10 years with the Deal Advisory team, I have gained experience working on international buy-side and sell-side M&A projects, as well as several due diligence engagements for both strategic and financial buyers (both local and international clients), and valuation projects. I have had the opportunity to work across various sectors within, as well as outside of, South Africa. I have also worked remotely with the KPMG Netherlands Corporate Finance & Valuations team for annual short-term secondments over the last three years, which has given me the opportunity to gain exposure to performing valuations in the European market.

I have been a senior manager for five years, and my current role entails the management of client engagements. This includes everything from the initial onboarding and engagement process, to managing a team of junior colleagues, being the direct client contact, and having responsibility for the quality of our deliverables, which are presented to our directors for a final review. My role also

includes performance managing and mentoring junior colleagues.

I am also involved in various other areas across KPMG, such as KPMG Private Enterprises (which supports private companies, family offices, family business and high net worth individuals across all of KPMG's service lines), as well as being on the KPMG Network of Women committee.

I enjoy meeting new people and am actively out in the market, networking and building connections.

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

Something which has stuck with me is a memory regarding the very first engagement I completed after joining the Deal Advisory team. It was an independent equity valuation, and I made several errors. As someone who always gives 110%, this was devasting. My boss called me into his office and explained the following to me – whilst the piece of work I had produced wasn't at the required standard, it didn't mean that I (as an individual) had failed. Rather, it meant that I was in a new role and had a lot to learn.

This is something which I always share with junior colleagues – the importance of differentiating between a learning opportunity and taking developmental feedback too personally.

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

I consider myself extremely fortunate to work with a wonderful team, surrounded

by many informal mentors. I do, however, have a senior colleague whom I approached to mentor me, because of how they conducted themselves, held themselves to the highest standards, and what they have achieved without compromising their values. They are someone whom I aspire to emulate. My most important lesson to date has been to trust in, and be confident in, my abilities.

What is one thing that makes your life easier and that you really wouldn't want to do without?

Throughout my career, I have found it invaluable to have peers with whom I can celebrate my success and unpack my developmental areas. For me, having someone that I can ask what others may see as a silly question (free of judgement), is so important.

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

My family is very important to me, and I include my four dachshunds in this category. Anyone who knows me has heard about my dogs and their antics. Spending time with loved ones is my escape from the stress of work.

FUN FACTS

I love cooking, but much prefer making meals rather than baking, as I don't enjoy having to stick to a recipe. The irony of having started my career as an accountant isn't lost on me.

I love problem solving and enjoy doing 1000+ piece puzzles.

Reading and watching series are favourite pastimes of mine.