

Working at Momentum Partners



Edmund Khong - Senior Business Analyst



Since starting at Momentum I have had the opportunity to work for a number of clients ranging from large multinationals to medium-sized private companies. An interesting project I worked on involved developing a greenhouse gas strategy for a resources client. I have to admit that prior to this project I was fairly complacent about climate change, however my views have since changed. It was interesting working on the project at around the same time Al Gore's *An Inconvenient Truth* was released (I would also recommend the *Weather Makers* by Tim Flannery for anyone interested in climate change).

The project involved establishing the case for change, that is, why is there a need for a greenhouse strategy, and also what the strategy itself should be. I was responsible for summarising the scientific evidence linking carbon emissions with climate change and the potential sociological, ecological and economic impacts. We also developed a financial model to value the potential impact of changes to the regulatory environment. As part of the project, I was required to develop an understanding of the carbon credit market both internationally and within Australia.

I have also been involved in several projects with another major client. One involved developing a valuation model which allowed the client to identify opportunities mainly outside of Australia. One of the trickiest aspects of the project was trying to pronounce the names of some of the potential targets! It was interesting developing the model and learning new terms and valuation methodologies in the industry. It is good to see that the valuation model is still being used today and results from the model are often presented to senior executives.

A great thing about being at Momentum is the functions that our business manager organises. We had a retreat at Dunsborough for which our partners were also invited. This was great as we finally got to introduce our partners to our colleagues and our partners could put names to faces. We also took a trip to Rottneest and although it was work-related (we had the opportunity to provide input as to where we would like to see Momentum going), a lot of time was spent in the sun and being well fed. I am looking forward to our next retreat, which is supposedly a three day "boot camp"!

Julia Woo - Business Analyst



As a Business Analyst, I get asked the question "What do you actually do?" quite often. Usually my response goes a little something like "Anything and everything!" That's probably what I enjoy most about being a BA – you get to do and see so many interesting things, not to mention the huge learning curves you take when you take on a new project. I get a huge kick when I see my work eventuating into a positive outcome for the clients.

The main project I was working on during my first year was for a well established contract mining company. My manager and I were focused on a particular portion of a business-wide project. This involved designing and monitoring critical systems, development of support tools, designing internal questionnaires and providing training to site personnel. This involved liaising with a huge range of people, lots of data analysis, research, preparation of reports and presentations and an abundance of travel.

Training has become an important component of development within the firm. The formal and informal in-house training is both tailored and interesting. The training that I have received has been really helpful in both work and personal situations. The firm is also very supportive of any post-graduate studies. Everyone is encouraged to develop the firm in various ways. I have previously assisted with proposals for potential clients and represented the firm at an award night for a respected professional body.

Of course, you can't work at Momentum and not rave about the firm functions you do, although the hazard is that you can bond a little too much! I went to my first retreat in Dunsborough soon after I joined Momentum. It was a great way to break the ice and find out that everyone in the firm is pretty cool and has an interesting story to tell. Partners and families were also invited so it was great to mingle with the other halves of our colleagues. Whenever a sundowner has been organized, everyone makes an effort to make sure that we catch up as a firm. All in all, I think I'm pretty lucky to work with amazing people that I know I can have a laugh with.

Claire Giles - Business Analyst



I have been working with my current client for the last 6 months; it has been an exciting time with a variety of challenging and rewarding work. It is great to see the inner workings of a large resource company and to be able to work at an upper management level, an opportunity unique to the consulting experience. As a result standards are high and my skills have been rapidly developing in order not just to meet, but exceed the client's expectations.

Currently I am involved with the company's strategy review; however, I have been involved in a number of other projects including the production of a corporate video and assisting with several management workshops. I am often working on several different projects at once and need to coordinate with a wide variety of people. This has helped develop my project management and communication skills. There has also been opportunity to develop my analysis skills and draw meaningful conclusions from the information I have been researching.

A particularly interesting project with this client was the coordination, from Perth, of an economic development workshop that was held in London. There were a number of world class economists and development experts as part of a prestigious speaker list. I was responsible for making sure the forum ran smoothly, as well as putting together the materials

for their presentations and handouts. This required good project management and communication, and was an important opportunity to sharpen my PowerPoint skills. I also had to be in frequent contact with all parties attending the forum; including taking a phone call the night before, while at the gym, from a Professor of economics asking what he needed to talk about the next day! It was a fascinating learning experience, reading and hearing about business and social conditions in developing countries. The most satisfying thing about this particular project is being asked to get the most interesting speakers to come to Perth and organise a similar workshop here.

One of the great things about working for Momentum Partners is not just the range of interesting projects we work on but being part of a supportive and flexible team. The opportunity to work from our offices, our clients' offices or from home proves very valuable. It is also great to be able to socialize with the people you work with; we have a variety of events for work and fun, ranging from Friday night drinks and nibbles, to a river cruise at Christmas, or Rottneest for team building. I am looking forward to the coming year with Momentum as we will be working with some great new clients as well as being able to focus on my own professional development.

