



AT THE ACT'S RECENT TREASURY
FUNDAMENTALS CONFERENCE 2006
JULIA BERRIS CAUGHT UP WITH
FOUR TREASURY PROFESSIONALS.



Finding your feet

Balancing a burgeoning career with the responsibilities of studying for professional exams is never easy. Four treasury professionals in the early stages of their careers explain what attracts them to the role and what keeps them motivated.

TREASURY DEALER AT HANSON, RICHARD BROWN

Richard Brown joined international building materials company Hanson as a treasury dealer in 2004. Prior to starting with Hanson, Brown worked in the treasury team for Britannic Money, a mortgage company based in Surrey.

"I was working with sterling at the mortgage company, so it was great to move to Hanson, which is international," he says. "I now work with other currencies, which is a very different role and presents fresh challenges for me."

Brown explains that gaining experience at his previous company developed his skills as a treasury dealer and allowed him to move into foreign exchange, which he sees as more challenging for him.

With a keen interest and enthusiasm for cash management, Brown saw a career in treasury as an attractive option. "I think the most interesting part of my role at Hanson is dealing with several currencies and trying to cover the cashflows in each one. Another interesting aspect is ensuring the company always has a suitable level of liquidity, through commercial paper issuance."

Brown wants to continue working in the treasury department and is keen to stay with Hanson. "I want to stay with this company so that I can carry on learning and developing the keys skills I will need in my career and further my knowledge in this area."

MANAGER OF TREASURY AT CMI, TAMAR HARLEY-MARTIN

As Manager of Treasury at CMI, Tamar Harley-Martin has responsibility for a range of treasury issues for the company, which is a part of multinational bank HBOS.

She started her career at Barclays Private Bank as a junior and soon moved into investment management.

After moving to CMI she was initially responsible for setting up an investment settlement department and soon became the Team Manager in Treasury and Funds.

With a small team of four in her department, Harley-Martin explains that working for CMI is a constantly challenging and rewarding role. "Being a part of HBOS makes a big difference to our treasury policies and how we run on a day-to-day basis," she says. "A part of my role is to keep looking for new strategies and new tools that could possibly improve the business and how it operates. It is important that as a team we are constantly considering these kind of issues in a practical sense."

Harley-Martin's background is very much rooted in investment and this is the aspect of her position at CMI that she enjoys the most.

TREASURY ANALYST AT ROLLS-ROYCE, STEPHEN GILLANDERS

Having joined in 2001, Stephen Gillanders began his career with Rolls-Royce in the engineering sector of the company. With a masters degree in mechanical and electrical engineering with business studies, Gillanders was keen to use his mathematical and engineering knowledge in his career.

"My various posts at Rolls-Royce include working in the control systems area and as an in-service investigator," he says. "I wanted to combine my areas of study and take on some kind of engineering management role. It's a hard path to follow at first because you need experience."

Gillanders, who has been a Treasury Analyst at Rolls-Royce for four months, has found the role rewarding and says that he enjoys the broad overview of the company that he has developed by working in the treasury department.

"I have had the opportunity to see parts of the business and the decision-making processes that I would not have seen in other positions," he explains. "I hope to continue working in the treasury department and using the numerical and business skills that I really enjoy using."

LEGAL COUNSEL AT ROLLS-ROYCE, KATE IRVINE

As a new member of the treasury team at Rolls-Royce, Kate Irvine joined the company as a Legal Counsel in mid-December 2005. Having previously worked in private practices only, Irvine has found her in-house position with the company a new experience that is challenging every day.

"I was a corporate finance lawyer in private practice doing share and asset acquisitions, floats, refinancing and reorganisations," she says. "Now I am working in pure treasury and finance work, which involves negotiating ISDAs, and all aspects of financing from guarantees to new facilities."

Irvine says that she enjoys the variety of her workload and playing a part in the exciting and challenging projects that the treasury team at Rolls-Royce is involved in.

"I see my future continuing in a legal role doing this type of work for the foreseeable future, developing my commercial awareness and seeing the bigger picture."

Seeing the bigger picture is one of the key elements that treasurers need to acquire both through on-the-job training and through formal academic study and examination.

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To find out more about the training offered by the ACT, go to www.treasurers.org.