

## Deborah Kiers

### Partner

deborahk@jmw.com



Deborah has been awarded  
a Harkness Fellowship by the  
Commonwealth Fund in New York.

**Since joining JMW in 1993, Deborah has supported several major companies worldwide in dramatically improving their performance and achieving unprecedented results. Her areas of expertise include organisational transformation and strategy implementation and high-performance delivery of major capital projects and alliances.**

Deborah has consulted in the construction, oil and gas, pharmaceutical, telecommunications and defence industries with companies such as BP, LaFarge, Glaxo Wellcome, First Maryland National Bank, IBM Global Services and Leighton Contractors. She has also provided support to public sector agencies in efforts to improve performance and develop successful partnerships with the private sector. In each case, Deborah has focused on supporting companies to develop the organisational and leadership capabilities required to be successful.

In one example, she supported the success of a major project in the oil sands region of Canada, which involved an alliance amongst 11 companies and produced a breakthrough in reducing the project costs for sanction from an initial \$1.1 billion estimate to \$923 million. The project finished within 10% of the already aggressive estimate and approximately 55 days ahead of schedule.

Prior to JMW, Deborah held management and advisory positions in both the public and private sectors. In 1992 she was awarded a Harkness Fellowship by the Commonwealth Fund in New York. She earned a Master of Public Administration degree from Harvard University, where she won the Littauer Award for academic excellence and leadership. Deborah is also the author of a paper, *"Alliance Competence: Key Capabilities for Success,"* published in the *Australian Petroleum Production and Exploration Association Journal*.

Deborah lives in Melbourne. In her spare time, she enjoys travel, reading, walks on the beach and spending time with family and friends.