

INFRASTRUCTURE WOMEN IN FOCUS



WIN NZ is open to women of all levels working in infrastructure and has been established to grow the visibility of women in the infrastructure sector. Every month we will be profiling a different woman working in a different part of the sector. If you would like to be involved, please answer the questions and send your picture through to [Natasha](#).

We'd like to introduce Amy as our first Woman of Focus. In addition to her role at Hawkins, Amy also sits on the WIN Advisory Board.



AMY BARRETT

NATIONAL
BUSINESS
DEVELOPMENT
MANAGER



1. What company or organisation do you work for and what is your role there?

Following Downer's acquisition of Hawkins a few months ago I moved across from a business development role with Downer Infrastructure Projects to a new role as the National Business Development Manager for Hawkins. Downer has over 5700 people in New Zealand and has been building Kiwi infrastructure for over a century.

2. Tell us about your career background and how you got to this position/role?

I started my career in telecommunications but moved into the infrastructure industry about 15 years ago while living in the UK. At the time Public Private Partnerships (PPPs) were coming into full swing. My first role was with PPP developer John Laing assisting on a bid for a large PPP hospital and over several years with them I had the opportunity to take various bidding and operational management roles on a range of social infrastructure PPP projects in the UK and Ireland. Returning to NZ I spent time in commercial property development and tenant representation as well as contracting on some of the early NZ PPP bids such as Wiri Prison. After I had my daughter five years ago I wanted a role with more certainty and joined Downer to manage the Major Projects bidding functions, eventually moving to a wider business development role focussing on vertical construction. When Downer acquired Hawkins earlier this year I was really pleased to have the opportunity to move across and work with such a strong and successful team, helping them with the transition to Downer and with the wider business development strategy.

3. Tell us about a project are you currently working on and why it interests you?

Working at the front end of the business, I'm never able to talk much about my current projects as they are generally commercially sensitive. However, my favourite projects over the past few years have been social infrastructure projects with design and construct elements. Not only do these have interesting commercial challenges but they involve all the things that make me passionate about the infrastructure industry. Our industry is unique in the way diverse multi-disciplinary teams collaborate to deliver outcomes that enhance the way we live our lives, whether it be delivering buildings that shape the way we learn or how our healthcare is delivered, transport solutions that change how easily we get from A to B or improving the resilience and reliability of utility networks. I think it's one of the most exciting spaces anyone could work in.

4. What's the hardest job you've ever done and why?

Without a doubt, juggling lead roles on a couple of Downer PPP bids with being a mum to two small children. Bidding PPPs uses every waking minute, with frequent travel, back to back meetings and workshops during the day and drafting, reviewing and debating documents at night, all the time trying to keep a long list of stakeholders and team members engaged, motivated and on track. All hard enough, but squeezing in time to feed babies, change nappies and read stories definitely took the challenge (and the associated working mum guilt) to a new level on my last couple of big bids. PPPs are strangely addictive though – I'm pretty sure I'd do it all again given the chance!

5. Can you think of one example where your "diversity" has materially affected the outcome of a work situation or project, either positively or negatively?

It's no secret that the infrastructure industry has a reputation as an "old boy's club". The greatest diversity seems to be to be within our public sector client organisations. I've found that because I'm not your typical construction contractor "old boy" I've been able to build a more diverse network of connections at partner and client organisations. This has translated into stronger relationships with a number of our clients which in turn has given us access to some great opportunities.

To learn more about opportunities for a career with Hawkins and Downer please go to <http://www.hawkins.co.nz/careers> or <http://www.downercareers.co.nz/>.

Or, you can contact Amy at amy.barrett@hawkins.co.nz.

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