

INFRASTRUCTURE WOMEN IN FOCUS



WIN NZ has been established to increase the visibility of women in the infrastructure sector. Every month we profile a different woman working in a different part of the industry. If you would like to be profiled, or would like to nominate someone to be profiled, please answer the questions below and send your picture through to [Paige](#).

We'd like to introduce Juliet Woodward as our next Woman of Focus. Juliet is a member of WIN Auckland.



JULIET WOODWARD
EXECUTIVE DIRECTOR,
GROWTH AND SALES

Jacobs

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

I am the Executive Director of Growth and Sales for Jacobs NZ. I am also a Director of Jacobs NZ.

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

I have had the most amazing career to date with many opportunities. I started off as a Chemical Engineer working for Dow Elanco in wonderful New Plymouth, then did an OE back when the world was your oyster. I worked in the water and wastewater sector in the UK and then once back in New Zealand I completed a Post Graduate Diploma of Environmental Management, and lead teams in this space. I had another eight-year interlude overseas in Australia working in environmental management and sustainability for the Department of Defence and leading operational teams for Jacobs (then SKM). Then back home, I branched into client management and also led teams on some exciting transport infrastructure projects including Warkworth to Wellsford, and the SH16 Causeway Alliance. I have held many exciting leadership roles for Jacobs including through mergers, operational roles, project and business development leadership, and managing client relationships. I am the kind of person who always puts their hand up for opportunities and then strives hard to execute well. This strategy has never failed me!

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

I am currently leading our client relationship team across New Zealand and all sectors including transport, health and pharma, buildings, power and energy, environmental, water, cities and places and strategic advisory services. This is so exciting because of the variety and opportunity that continuously unfolds in these markets. Simply put, our Jacobs brand is: "Challenging today. Reinventing tomorrow". Our clients are looking for and leading step changes and the exciting part of my job is to bring together local and global Jacobs solutions to support project delivery and make a difference for New Zealand. Because of my long history with Jacobs in

different geographies, I see myself as a *connector*, bringing together smart minds, smart solutions, value propositions and innovative thinking. Now is the time that NZ needs our engineering leadership and I really enjoy the collective thinking in our sector to solve challenges and create a sustainable future.

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

Typically I find the start of a new job or project the hardest and also the most exciting. This is the time when you can make the biggest difference, establish strong relationships and collaboration, and lay the path for successful delivery. I have a problem with saying "no" to things, but as I have gotten wiser I have realised that this is OK! Because of this I have tried to be super-career woman and super-mum in the past. Now I have a much better balance, and mental health and wellbeing is a priority.

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?

Diversity on project and business leadership teams has time and time again proven to be rich and rewarding as well as incredibly effective. Increased diversity in the teams I have led has always generated stronger innovation, better balanced thinking, and a fun environment. While I was leading the Warkworth to Wellsford Designation and Consenting Project team we had great diversity. This led to much stronger collaboration and quicker problem solving. In my current ANZ leadership team led by Kelly Maslin, we have a great gender balance, and this team has stormed and formed very quickly into high performance.

To learn more about opportunities for a career with Jacobs click [here](#) or, you can connect with Juliet on [LinkedIn](#).

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