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Kim Felker on relationships and her path in the energy sector

Deloitte is proud to introduce the next profile in our series featuring women in the energy industry. By highlighting the stories of women in energy, we hope to help facilitate meaningful conversations, create connections, and showcase the myriad of opportunities for women to enter and thrive in the energy industry.

Kim Felker is an Audit & Assurance (A&A) partner at Deloitte & Touche LLP, serving primarily clients in the power, utilities, and renewables sector. She has extensive experience serving large, diversified energy companies as well as emerging growth entities.

Kim grew up in Iowa, beginning her career outside of Deloitte, which she admits may be a little unusual for an A&A partner. She joined Deloitte as a senior in the Omaha, Nebraska office and over the past 27 years has worked in various offices, including New York City, Columbus, Des Moines, Kansas City, and currently San Francisco.

Kim Felker
Audit & Assurance partner
Deloitte & Touche LLP

Early in her career at Deloitte, Kim served clients across various industries. It was not until she was a manager that she had the opportunity to serve a new power and utilities client. Since then, she has been deeply involved in the energy sector and has served multiple large utility clients across the United States.

One of the reasons Kim decided to work with clients in the energy industry was her attraction to the complexity of the regulated industry and the numerous learning opportunities it presented. She enjoys the fast-paced environment and the constant evolution—particularly the transition to green energy—and the increasing demand due to data centers and electric vehicles.

Looking back on becoming a partner

Early in her career, Kim was unsure if becoming a partner was the right career path for her, particularly while juggling the demands of motherhood. It was not until she became a senior manager that she solidified the aspiration. She admired how partners worked with clients to help them with issues and wanted to be that person who could handle virtually any situation. This realization was a turning point for her, and she set her mind on balancing both family and career.

After 13 years of experience, Kim was admitted to the partnership. Managing family life and work has not always been easy, especially in her earlier years. However, her guiding philosophy throughout has been that family and health always come first. While prioritizing attending the sporting events of her son, she also shared that as a runner, a goal of hers was to run a half marathon in all 50 states prior to her 50th birthday. Kim takes pride in this accomplishment and is an example of making sure personal goals also take priority.

On the importance of relationships

Kim has held several leadership roles in her time at Deloitte, including professional practice director, office audit leader, and marketplace leader. She also did a rotation in the Special Acquisitions group in New York City. Kim acknowledges that these roles provided her with agility and significant growth opportunities and prepared her for her current position as a lead client service partner for one of the largest utility companies in the United States.

Kim credits her mentors and the relationships she has built along the way as key factors in her success. She even enlisted one of her audit teams to help name her dog, "Kashflo."

She emphasizes the importance of relationships, communication, and responsiveness to clients. She views working with different personalities as a learning opportunity and credits these experiences to helping her become a better listener.

> "Regardless of the client that I'm serving, I always try to take time out and think about the relationships I have with the people on my team. If you don't have those relationships, then you don't really have anything."

Through her engagement teams, Kim has met many people who have served as mentors in her career. She credits her client assignments and mentors as key factors in preparing her for future assignments. She reflected that one of the most rewarding moments of her career has been serving larger clients each time she rotated, due to the challenges and opportunities they present. She loves to advise clients , which keeps her work interesting and different day to day.

Women in energy

While the industry remains male-dominated, Kim sees progress with more women in C-suite positions. She believes that having women in the field creates a balance and provides different perspectives and ideas. She advises women entering the industry to be confident and open to new opportunities, as there are many within Deloitte's power and utilities group.

> "When we see C-suite board members being equally represented across genders, we will know there are enough women in energy. Significant progress has been made, but there's still work to do."

Kim hopes that her story and experiences will inspire other women to pursue careers in the energy industry and take advantage of the opportunities available.

Kim Felker: The lightning round

Describing herself in three words: Energetic, collaborative, communicator

Favorite food or drink: Grape energy drink

Favorite place to travel: Anywhere with a beach

One thing on her bucket list: Travel more, especially internationally

Women in Energy

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