

# A clear sense of direction

**K**ate Moodley has been working in the Momentum Sales division for the past two and a half years. Starting as a legal specialist, she subsequently took on the challenge of general management in the role of regional manager, taking over from a very experienced predecessor. She managed to gain the respect of her subordinates by displaying extraordinary leadership capabilities. Given the composition of the team she led, she proved her exceptional ability to manage a diverse group of people.

Soon after this challenge, Kate was promoted to general manager and also nominated as a Junior Board member. In this position she has once again gained the respect of a diverse group of leaders, by “walking the talk”. Her ability to act as a leader in a transformed society also resulted in her chairing the transformation panel. Setting high standards for herself and her team and delivering on these standards have been keys to her success.

Kate says that women bring compassion and empathy to the workplace, an important aspect in the corporate world. In terms of her own contribution, Kate says that she would like to play a part in the re-engineering the role of the marketing adviser to be a true business partner to the intermediary.

“I am passionate about corporate financial planning, which is what my doctorate is based on. I strongly believe that a huge opportunity exists for insurers and clients need to have an understanding about the risks associated with the set up of a business.”

Motivated by her constant challenge to herself to raise the bar and never accept complacency, Kate is also driven by her love for her work and the clear goals she has set and works towards on a daily basis. “I love being responsible for the distribution of Momentum products. It allows me to develop strategies and implement them according to the changing markets. I also enjoy the interaction with all the different key players in the industry.”

The Momentum culture suits her perfectly, says Kate. “Momentum allows for ‘free thinking’ and believes in the concept of the ‘owner-manager culture’, which allows you to run your own business within a corporate structure.”

Kate’s approach to life, and her success, is underpinned by a challenging philosophy: “You have one life, so leave a legacy that you can be proud of. Make the best of every opportunity and give your best to everything and everyone.”



*Kate Moodley*

General Manager  
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