

Sue McDougall
Contracts and Negotiations Executive and Chairperson IBM's European Women's Leadership Council.

Sue was recently appointed to the position of Contracts and Negotiations Executive for IBM's North Region covering UK, Ireland, Netherlands, South Africa and the Middle East. In this position Sue and her teams are responsible for negotiating contract terms with IBM's customers and for managing and developing contracts in line with customers' requirements.

Sue is very much an IBM veteran having joined in 1974. As an accountant, by trade, most of her career has been in the Finance organisation holding ever increasing levels of responsibility and gaining a wide range of Finance skills in Accounting, Planning, Pricing and Management including a 3 year assignment to Paris working in a European role. In the last three years she has further developed her repertoire by working as Operations Executive and then by managing a small self contained business within IBM where she has worked direct with external customers. Her current role she sees an extension of the development of her customer focus.

In addition to her role as Contracts and Negotiations Executive Sue chairs IBM's European Women's Leadership Council (EWLC) which she joined in 1997. In this role she (and the EWLC) work with womens' councils in 16 European countries and the senior IBM European executive team to ensure an ever improving gender balance (and therefore skill balance) within IBM Europe. She has gained considerable knowledge and expertise on what behaviours and/or actions work and now spends a significant amount of her time working with external bodies (e.g. Global Summit of Women, Catalyst, European Conference Board, UK government agencies and with other European/global companies operating in Europe as well as with the European Women of Achievement Award team) and now acts in an advisory role to a number of these.

Sue is married (to another IBM executive) and has two children. She works hard at work life balance and outside of work she devotes her time to her family and to riding her horses.