

TOP MANAGING PARTNERS

PwC

B. J. Agugliaro



■ For the last 30 years, B. J. Agugliaro has inspired his clients and PwC colleagues by living and teaching the firm's values of investing in relationships, sharing and collaborating, putting ourselves in each other's shoes, and enhancing value through quality and commitment.

Now a leader of more than 1,500 people in PwC's New Jersey practice, B.J. preaches integrity, explores available options to help clients overcome their challenges, and believes in consistency in what we do and what we say. These are principles that were instilled by his family many years ago. When directing such a large group of individuals, B.J. recognizes how critical it is to set a tone that resonates with everyone. To motivate and inform them, he has helped develop a culture predicated on mentoring and learning. Through formal and informal coaching sessions,

B.J. feels it's vital to discuss what people do well and what they could do better, and to co-develop ways to continuously improve service delivery and performance. B.J. believes strongly in the "teach, don't tell" mantra. As a Firm, PwC seeks to develop a culture that inspires all of us to do and be our best every day. B.J. helps to emphasize the importance of continuous learning through real-time feedback, ensuring that learnings are turned into opportunities to be stronger and more relevant. B.J. also believes that these principles will help us to grow and achieve our ambitions faster.

Through his innate ability to develop trusting, deeply valued client relationships, he works collaboratively to navigate tough issues while adding value to client interactions. He devises timely, thorough and thoughtful plans of action that balance acceptability and preference and prevent unnecessary risks. B.J. has a strong network of US partners and his many multi-national client experiences have resulted in a strong network of overseas contacts in PwC's global practice.

Whether he's helping practitioners plot their personal road maps to success or working closely with clients, B.J. exudes passion and enthusiasm in every interaction. A devoted husband and father of four, B.J. also leads by example in his community, serving on the boards of the Morris County and New Jersey chambers of commerce. When not working, B.J. enjoys spending time with family, engaging in his children's sports and activities, golfing and traveling. **TMP**

VITAL STATS

EDUCATION

Boston College
Bachelor of Science:
Accounting

PRACTICE AREA

- Market Managing Partner, New Jersey
- Industrial Products practice partner

AWARDS & AFFILIATIONS

- *NJBIZ* "Top 40 Under 40"
- New Jersey Chamber of Commerce Board Member
- Morris County Chamber of Commerce Board Chairman
- Member of Business Cabinet
- Lumen Institute President – Manhattan Chapter
- Chairman of St. James School Advisory Council
- New Jersey CPA Society
- CPA licenses – New Jersey and New York

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