



# Management Consulting Graduate Programmes



<b>Business Area</b>	Advisory – Management Consulting
<b>Length of programme</b>	3 years
<b>Qualifications you'll work for</b>	Chartered Institute of Management Accountants (CIMA)
<b>Location</b>	London & various regional offices. Please search the website for latest location availability
<b>Entry requirements</b>	<p>As a general rule, you'll be expected to meet the following requirements:</p> <ul style="list-style-type: none"><li>– Minimum grade B GCSE(*) Maths</li><li>– Minimum grade B GCSE(*) English Language</li><li>– Minimum of 320 UCAS tariff points(*)</li><li>– Minimum 2:1 degree or above in any discipline</li></ul> <p>Note: (*) Or equivalent</p>

Please note, we only consider a candidate's 'top' 3 A Level grades and do not accept General Studies.

At KPMG, we look at more than just your academic results. We will review your application, together with your performance in our assessments, to ensure that you have the best opportunity to demonstrate your potential. We will be considering your strengths and achievements against KPMG's capabilities alongside a number of other metrics, including technical background and/or experience, to ensure that you have the skills to succeed at KPMG.

Management Consulting is a priority area for our Advisory business – and invaluable to our clients' businesses too, as we help them to address some of their hottest topics. We focus on helping clients add lasting value and enhance their performance by delivering sustainable improvements to their business. On this programme, you'll be given the chance to gain exposure across a range of disciplines – offering a broad insight into KPMG.

Our Graduate Programme is designed to give you the experience and core consulting skills you need to get your career off to a flying start. Starting as you mean to go on, you'll build your commercial understanding and business acumen, to deliver real value to our clients straight away.

## In depth

Working with our clients that include some of the most well-known and largest organisations in the world, Management Consulting is dynamic and fast-paced. Enhancing businesses across a number of sectors through a wide variety of challenges; every day is different. Our clients often ask us how to:

- Maximise revenue and maintain control of their cost base
- Improve the efficiency of their finance function
- Create an effective operating model

- Use technology to achieve sustainable business benefits
- Maximise working capital efficiency and release cash from their business.
- Integrate businesses smoothly and gain maximum value from Mergers & Acquisitions (M&As)
- Embed effective risk management and comply with new regulations

To deliver tailor made solutions to these complex challenges, we seek to combine every type of smart from across our business – grouped into the following areas:

**Finance Transformation** improves our clients' finance functions and helps them to better manage risk, reduce costs, maintain appropriate financial controls and provide insights to support strategy and growth. This could include designing a Target Operating Model (TOM), conducting maturity assessments, improving processes, introducing automation, establishing shared services, improving governance and enhancing management information.

**Operational Transformation** is about finding ways to improve the productivity, efficiency and effectiveness of the operations of our clients' business and helping them to implement the solutions to deliver more, at lower cost. This typically involves:

- Increasing productivity – by finding ways of delivering greater output from existing resources.
- Increasing revenue – through improvements in the customer experience or creating greater delivery capacity.
- Reducing operating costs – through more efficient operations, or by reducing the costs of goods and services bought through the supply chain.

The Management Consulting graduate programme sits within the Management Consulting function and is one of four graduate programmes. The Technology Consulting programme that helps clients to better utilise technology and innovation, and deliver sustainable business benefits through IT-enabled transformation, the Customer programme and the People Consulting programme.

To view these programmes please view our [Technology](#), [Customer](#) or [People Consulting](#) programmes.

## Who we look for

Through client work, skills training and professional qualifications, we'll support you throughout your career with the blend of development opportunities you need to reach your potential.

Enjoying a wide variety of client and internal work, you'll need the adaptability and flexibility to work in different roles with a diverse range of people – often under challenging deadlines. So, you could be:

- Working on a major transformation of a well-known retail bank providing the team with vital programme management support.
- Conducting client interviews and data analysis to help determine the best sourcing strategy for the finance function of a global oil company.
- Performing research to help us develop innovative thinking we can take to our clients.

Regardless of the project you are supporting, you'll work closely with people across KPMG – and at every level. This access to fantastic knowledge and experience will help to build your skills, as well our clients' businesses.

## Training and Development

On the Management Consulting graduate programme you will study towards the full CIMA qualification. Throughout your studies, you'll be given support and guidance from our Professional Qualification & Accreditation (PQA) team, who are dedicated to giving you the best chance of passing your exams first time.

KPMG's programmes are underpinned by an online portal so you can access technical content and learning activities, share information and contact your tutors for all the support you need at the click of a button.

By joining KPMG, you'll be joining a long list of graduates who've already excelled in their professional exams. The fact that KPMG trainees consistently outperform Institute pass marks is a real testament to our people and the quality of our training.

**Please see below for case studies**



**Name:** Bella

**Business Area:** Advisory – Management Consulting – Financial Transformation

**Based:** Manchester

### **The recruitment process**

The recruitment process was lengthy, although I can say thankfully, that in the end it was worth it. I was applying from out of country and therefore had to make arrangements to be in the UK for the final two rounds, and I found KPMG were willing to adapt to my needs. While there were some delays, they definitely worked with me to ensure I was not disadvantaged and was aware what the next steps in the process would looklike.

### **Why KPMG?**

My biggest reason for choosing KPMG was the people. In my research of consulting firms, the evidence always pointed to KPMG having a positive corporate culture and upon joining I can definitely say the evidence is correct. There is nothing better than being friends with the people you work with, and being able to feel comfortable with your colleagues. I chose a career in consulting because I wanted to be exposed to a variety of opportunities to enable me to better understand where I want to take my career. KPMG's reputation for catering to a breadth of clients from all sectors meant that I would be able to do this.

### **Qualifications and support**

I have recently completed my certificate level of CIMA and am working on the operational level. It has been a significant commitment and definitely a lot of work, however the study days that KPMG provides have been a big help in staying on top of my work. I have found my project team very supportive of me working towards my qualification, as long as I keep them aware of what I am doing and when I need time to study.

### **Day-to-day**

Every day is different in KPMG and it is often hard to predict what you will do when you wake up in the morning. My favourite days are when I'm in client meetings, having interesting discussions and improving my understanding of client needs in order to inform the work I am delivering. No two days are the same, and while there are times of intense pressure, those days often end up being your favourite and the ones you learn the most from.

### **My advice**

Be open and willing to try something new. I would have never expected to be working with the clients that I am, however it has been a great experience. Trust yourself and your skills, you're often better equipped to handle situations than you think.

### **Working with clients**

As I mentioned above this is my favourite part of the job. This is where the real learning happens and the project comes to life. At the beginning it can be daunting however the more you become comfortable with your project and expertise the most you can get from these meetings, and the better your learning becomes.

### **Social life**

I have met some amazing people through KPMG and have been really lucky to call them my friends. Your peers and those grads that you join with are the best resource to answer any questions you may have. They are the people you can navigate through your new role with. There are lots of opportunities to get to know them better and interact on a social level, however I do not feel pressured to attend absolutely everything.

### **Further career opportunities at KPMG**

Since the very first day I joined KPMG I am taking on roles and working on projects I hadn't expected to do. This has in turn opened my eyes to the possibilities there are within the first that I was entirely unaware of upon joining. Take every opportunity you can to learn and develop yourself because you never know where it'll take you!



**Name:** Van

**Business Area:** Advisory – Business Consulting – Management Consulting – Operational Transformation

**Based:** London

### Why KPMG?

Having graduated from university, I wanted to kick off my career by learning about different sectors and business challenges. Based on these experiences, I can then make a decision on which area I want to focus on. As a leading firm with various clients in many different industries and specialisms, KPMG can offer me the flexibility and growth potential to work on a huge variety of projects and meet a wide range of clients.

### Qualifications and support

I have completed both Certificate and Operational levels of my CIMA qualification, currently enjoying some break time before the next level starts. Even though the nature of the exam can be quite intense given we have to juggle revision and work commitments, my project and team members are very supportive throughout the process. KPMG also offers Professional Qualification Training team to help us studying towards our qualification. I have also thoroughly enjoyed college time as we get to see other fellow graduates and hear more about their current projects.

### Day-to-day

Working as a management consultant, every day is different. I have done a range of projects within different large banking clients. The tasks varies from analysing data, conducting impact assessment to putting together client deliverables, as well as delivering training sessions. There is a steep learning curve especially at the beginning of any project, which can be quite challenging but very exciting and rewarding at the same time. You might be given responsibilities and opportunities to work with senior clients very soon into the graduate programme. I have different experience from other fellow graduates as most of my projects are based in London, however there is always plenty of scope for travelling.

### My advice

Be proactive and reach out to other people to start building your network as soon as possible. The first tasks might be different from what you expected, it is important not to lose interest, instead take them as learning opportunities and gain as much skills as you can. These skills will in turn make you better equipped for the next.

### Working with clients

I have been given opportunities to interact with clients quite early on, which can be slightly intimidating at first. However, the senior members of the team always encourage me to attend client meetings while they are always there to support if needed. The client-facing nature of the job has improved my soft skills and built up my business knowledge.

### Social life

Social life has been the most enjoyable aspect of KPMG graduate programme to me. Throughout my time in KPMG, I have met such diverse, intelligent, and like-minded people who enjoy both analytical and innovative thinking. The firm is truly people focused, everyone I have met in KPMG are team players which create very collaborative atmosphere. It's a great place to meet people and grow your network professionally.

### Further career opportunities at KPMG

The graduate programme covers both technical and soft skills to make sure you are fully equipped for the next step of your career. There are also opportunities to move to different offices or transfer to different department, either permanently or temporarily on secondment. The firm always provides the support for you to be able to navigate your career therefore enjoy the programme and explore all the learning opportunities available!

## FAQs

### What skills do I need to work in Management Consulting?

As no two projects are the same, we look for people who are flexible and able to adapt and grasp new concepts quickly. You'll also need the passion and energy to help us exceed our clients' expectations and deliver against tight deadlines. Strong analytical and problem-solving skills, a natural curiosity and interest in the business world, and a global, forward-thinking mindset are also key. As each project may be with a different client, you'll need to be a strong team player who works well with people at all levels.

### What other training will be available to me?

KPMG will support your development throughout your career, with a well-established and highly innovative training programme. These programmes will help you to hone your core consulting skills whilst developing your knowledge of our approach to work. You'll also learn on the job through client exposure and access to our amazing breadth of knowledge and experience.

### Will I get the opportunity to work in different business areas of the wider KPMG UK firm?

As a professional services firm, KPMG support their clients in a variety of different ways and as you develop skills on your graduate programme, you will often find yourself working on projects with colleagues from other areas of the firm. Opportunities for you to work on projects in other teams where you can utilise the skills you have developed or gained through your studies will also help you become a more rounded individual and also increase your internal and external networks.

### What happens after I finish my Graduate Programme?

Our three year Graduate Programme is just the start. It will give you a strong foundation, great client experience, professional training and core consulting skills. Given our amazing growth, there are opportunities to progress a really varied career in Management Consulting as you build specialist skills and knowledge in your field of interest (obviously this is subject to what our clients' needs are too). Throughout your career you'll be offered ongoing support and opportunities to develop your expertise, both on challenging client projects and through training.

### Is there much travel involved in the role?

It will, as a large part of our work is done at our clients' offices, we go where we're needed – down the road, in another part of the UK or even on the other side of the world! If you're thinking of applying to Management Consulting you need to be comfortable with the idea of travelling and balancing that with studying for your professional qualification.

## Contact us

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