



Strategy Graduate Programme



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

The Strategy Group is a dynamic and fast-growing team, where you will work through complex and challenging issues facing clients today. You'll have the opportunity to work with people at all levels including senior management, offering strategic advice on business and operating models to our corporate, public sector and private equity clients. We offer advice in both an organic growth and transaction-related setting. It is an exciting time to join this team as we drive momentum and enhance our presence in our priority sectors.

Our Strategy Graduate Programme is designed to give you a broad and varied experience from both a sector and proposition perspective, and arm you with consulting skills to help accelerate your career. You will build your commercial understanding and business acumen to deliver real value to our clients straight away.

In depth

Our consultants get the opportunity to travel within the UK and internationally to meet the needs of the client base and while doing so acquire a broad range of transferable skills.

You will join teams with a vibrant mix of expertise, industry experience and consulting skills, and get to work with bright individuals who have fun both inside and outside of work.

You will work with some of the largest and best known organisations in the world, from a broad variety of sectors and respond to a wide variety of challenges - every project and every day is different.

You will gain exposure to our three main proposition categories:

- **Business Strategy:** Helping Executives to develop and operationalise strategy to meet their financial ambitions and create sustainable competitive advantage.
- **Operating Strategy:** Advising clients on a range of strategic operational issues from efficiency improvement identification through to operating model strategy design.
- **Deal Strategy:** Advising clients on strategic investment decisions in a range of transaction settings (buy-side, sell-side, refinancing, bid / contract tenders).

As specialists in the field, clients often seek our advice in response to the following strategic questions/issues:

- What are the options to grow/transform their business in light of market, competitive and regulatory changes?
- Which markets should they enter and how?
- What are the opportunities to drive EBITDA (earnings before interest, taxes, depreciation and amortization) improvement and how do they execute them effectively?
- What is the true cost of serving their customers and how profitable are their products?
- What is the most appropriate deal type (e.g. acquisition, Joint Venture etc.)?
- What are the potential upsides/risks to the business plan assumptions?

What to expect

You will work with clients from different market sectors and gain exposure to a number of our strategy propositions. You'll study for the CIMA qualification, as well as benefit from a broad Learning & Development programme incorporating on-the-job coaching, classroom-based training and self-directed learning (e.g. WebEx, podcasts etc.), which will help to equip you with the appropriate blend of technical and soft skills to accelerate your career.

Based in our London office, as a graduate on the Strategy Graduate Programme you'll be helping to add value to clients and business from the start. You'll enjoy exposure to a wide variety of client and internal work (e.g. business development, thought leadership and proposition development). You will need the adaptability and flexibility to work in different roles with a diverse range of people, often under challenging deadlines, in order to help our clients solve their most complex, strategic issues. So, you could be:

- Developing a new operating model across Europe for a major consumer goods producer.
- Helping to identify strategic options for a UK-based sunglasses manufacturer.
- Delivering an operating strategy engagement for a data analytics provider in Brazil.
- Undertaking market analysis across a multitude of sectors to help clients identify growth opportunities.

Whichever sector you work in or project you support, you'll work closely with people from across KPMG's global network of member firms – and at every level. This access to fantastic knowledge and experience is second to none and will help to build your skills, as well as clients' businesses.

Training and Development

On the Strategy graduate programme, you'll follow a full CIMA study path completing the CIMA Certificate in Business Accounting, then the CIMA Diploma in Management Accounting. Beyond this you will pursue the full CIMA qualification or gain other relevant qualifications as you progress your career.

KPMG has a large full-time Professional Qualification & Accreditation (PQA) team – 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: Eve
Business Area: Advisory – Business Consulting - Strategy
Based: London

The recruitment process

I applied for my graduate role during my final year of university and took part in the full process of initial online tests, telephone interview, and assessment centre, followed by the final partner interview. I found the online tips provided by KPMG very helpful as they gave me an idea about what to expect and how best to prepare. Discussing interview experiences with friends and family also helped in preparation for non-generic interview questions. I recommend taking each stage as it comes and to have partner questions prepared for your final interview. It shows your interest in the job, and allows you to gain a better insight into their job too.

Why KPMG?

KPMG stood out for me due to its investment in its people. Throughout the recruitment process, and after accepting my offer, I found KPMG particularly helpful and supportive. Furthermore, once I joined the firm, I was immediately surrounded by a strong support group to help me plan and guide my career progression.

Qualifications and support

You will complete the full CIMA qualification as part of your Strategy Graduate Programme. KPMG organises this for you and involves a mix of college classes and self-study days which the firm is fairly generous with. If you qualify for exemptions, there is a process in place to help ensure these are accepted.

Day-to-day

One of the most enjoyable aspects of working in the Global Strategy Group is the diverse range of industry knowledge you gain through the projects you work on. I have gained an insight into the key risks of wealth management firms, the impact of Brexit on international travel companies all within my first 7 months at KPMG! No two days are the same, as the work ranges from client interaction, managing time frames and working with the team. This means you can't always predict what you'll be doing and it can be very fast paced at times. During cool-off periods however, there are numerous online and offline training courses which you can take advantage of to develop your professional career.

My advice

Make sure you take a well-deserved break prior to starting your KPMG graduate programme. Your first few months will be very busy! As well as various KPMG inductions and off-and-on-the-job training, you will be meeting a lot of new people as well as getting used to a new routine. It is important to attend various social events to meet colleagues and get to know what is happening both within and out with your area of work. The graduate programme is a great platform for you to take advantage of the various opportunities within the firm.

Working with clients

Client engagement is a key aspect of any role in Advisory. This is both an interesting and challenging part of the job, ensuring that you maintain your integrity whilst satisfying client needs. Despite being a new graduate, I have had some very insightful client interactions which have been beneficial in building my soft skills.

Social life

KPMG has a great social scene as displayed through the range of sports clubs and societies you can join. Team drinks and events are a regular within the Global Strategy Group which is a great way to get to know your colleagues outside a work environment. Within Advisory, quarterly breakfast sessions are held by senior colleagues which are very informative and nice way to start the day.

Further career opportunities at KPMG

It comes as no surprise that a firm the size of KPMG has countless career opportunities with access to numerous global offices. Following the graduate programme, secondments are a very popular way of trying out something new, be that a different department or geographical location. This involves fully integrating into a different team for a period of time to get a real flavour of what working in another area of the firm is like. This is a great way to test the waters and find out where your career strengths lie.



Name: James

Business Area: Advisory – Business Consulting - Strategy

Based: London

The recruitment process

Having completed a summer internship through the Teach First Leadership Development Programme at KPMG, I applied for a graduate role. It was straight forward to arrange a final partner interview. I was given points of contact within HR to keep me up to date with my application. Once accepting the role, I was given a 'SMART' contact – a current graduate member of the strategy group who I could speak with - to find out more about the role and with whom I could raise any concerns I might have.

Why KPMG?

On the Strategy graduate programme, you will study towards a full CIMA qualification. There is generous time allowance for college and additional study leave for exams. The firm is really supportive for people taking exams and will ensure you have enough time in the evenings to study.

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Day-to-day

As with most work in advisory, there is a huge variety in day-to-day tasks. You could be on client site and working with clients to arrive at solutions for their business, you could be in the office researching new industries or sectors, or you could be helping to deliver a key piece of analysis in a project.

My advice

Get involved and speak to people around you. Make sure you go to social events and introduce yourself to other members of the team. You will be amazed at the sheer variety of interesting work that takes place in the strategy group. I have learnt a huge amount in a short space of time: from find out about new sectors, looking at trends such as changes to mobility and a future of driverless cars, to learning new big data analytic techniques to enable me to deliver even greater insights to clients. I would not have had these opportunities if I hadn't met people from across the firm.

Working with clients

For any professional services firm, this is an essential part of the job. I have found working with clients to be one of the most interesting and challenging parts of the role. Getting to really understand how a business works is fascinating and as a consultant, you are helping a client gain a fresh perspective on their business, which can be very rewarding.

Social life

There is a great balance between professional and social activities in the team. While there are moments where you are working late to finish a client's report, there are many moments for developing friendships with those around you and in your college class.

Further career opportunities at KPMG

Beyond the 3 years of a graduate trainee, KPMG offers a plethora of career opportunities, either in the UK or abroad. Personally, I would love to work abroad after completing my graduate programme. However, the options aren't just geographical, there is always different types of work and teams to get involved with. The best part of working for a large firm such as KPMG is the sheer variety of work that is accessible to you, this means you can try out several opportunities and find out what type of work really suits you.

FAQs

Will I need to travel?

Transport & Public Sector Accounting Advisory projects can be based around the UK and even abroad. Therefore, it's very likely that you will be asked to travel during your Graduate Programme.

How will my work be planned?

A plan will be devised for your three year Graduate Programme that will give you the opportunity to work across the range of services that we offer. This plan will balance your work and studies as you train to become an ACA qualified accountant.

We'll also make sure that you meet the technical work experience requirements that are a part of the ACA qualification.

Which clients could I be working with?

You'll work with a variety of our clients in both the transport and public sector markets. Our clients are likely to be mainly large listed or large privately owned groups, and major Government entities such as the Ministry of Defence.

Where could a career here lead me?

On the Graduate Programme, you'll receive broad accounting and commercial experience and a recognised accounting qualification. This will provide you with the valuable technical, business and personal skills needed to develop your career either within or outside of KPMG.

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 teams 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.

Contact us

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