



Mergers & Acquisitions Graduate Programme



Business Area	Deal Advisory – Mergers and Acquisitions
Length of programme	3 years
Qualifications you'll work for	ACA (or CA in Scotland)
Location	London & various regional offices. Please search the website for latest location availability
Entry requirements	As a general rule, you'll be expected to meet the following requirements: <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 Note: (*) Or equivalent

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.

We help our clients to buy, sell, fund, fix and partner with confidence, taking them from an initial idea right through to delivery. It's all about blending our deep sector expertise with our execution skills, and working with teams from the wider firm to help each client make the right decisions.

Across everything we do, we want to deliver the kind of quality work that builds trust and achieves positive outcomes. One of the ways we're doing this is by giving you access to advanced technologies, through our very own KPMG DealTech, which delivers deeper insights to our clients through data enhancements, pricing and modelling, benchmarking and reporting.

As a graduate, you can expect real variety here in Deal Advisory. And because we're involved in the whole deal cycle, it isn't just about simply handling transactions. You'll be undertaking client-facing work, providing advice and adding value at every stage – including on some very high profile deals. It could be that you're advising a company on a merger, how to turn a struggling business around, or how to see a new acquisition through successfully.

It's a fast-paced environment and you'll come across plenty of new challenges. But you'll also have the support that comes from being part of a collaborative environment where fresh perspectives are valued and questions are welcomed. Put simply, we'll make sure you have the responsibility you need to grow quickly along with the training you need to feel confident from the start.

We'll support you to achieve a professional qualification too and you can choose the learning style that best suits you – you could frontload your exams or spread them out across the programme. Either way, you'll be an important part of the team from the start, with real scope to play your own part in shaping our future.

In depth

Joining in Corporate Finance M&A, during the three years you will have the opportunity enhance your commercial understanding and broaden your knowledge and networks by working closely with people from teams in the wider Deal Advisory practice and the wider firm.

In addition to your role and responsibilities, we will also support you to gain the Associate of the Institute of Chartered Accountants in England and Wales Qualification (ACA) or the Institute of Chartered Accountants (CA) in Scotland.

Business area

In Deal Advisory, we apply deep technical knowledge and industry experience to a broad mix of complex and challenging transaction and business issues. We work with a range of clients including private companies, the Public Sector, private equity houses, leading financial institutions and individuals across three core areas:

- Corporate Finance provide advice across a broad spectrum of corporate finance issues, including valuations, debt financing and project financing.
- Restructuring support companies to address the complex challenges that cause them to underperform or threaten their survival. Restructuring is engaged by a wide range of stakeholders to companies, or the businesses themselves, to provide them with advice wherever an element of stress or distress is evident in a company's operations.
- Transaction Services advise clients through the deal cycle – from pre-deal planning to post-deal support. Bringing our extensive experience in mergers and acquisitions, joint ventures, leveraged buy-outs, IPOs and the capital markets, we help clients to buy, sell and finance businesses. We also help to analyse potential transactions, highlight risks and opportunities and develop strong accounting, finance and tax structures

Corporate Finance M&A provide a full range of lead financial advisory services across all industries and sectors including acquisitions, disposals, mergers and IPOs. Our advice takes many forms: analysing strategic options, assessing value, structuring the deal, designing the deal, designing mechanisms for presenting the deal, the marketplace, managing the transactions process, negotiation and securing the optimal terms for a successful closing.

What to expect

You'll contribute to your team's performance early in your career, enjoying varied and challenging work. That means we're looking for graduates with analytical skills, commercial awareness and the ability to thrive under pressure. Working with clients from the UK and overseas, no two projects are the same.

Training and development

The training and development of our professionals is critical to the future success of our business, which is why our people are trained to become experts in their field and supported to study for a professional qualification.

In M&A, we currently offer either the ACA or CA depending on office location. For those joining an office in Scotland, we offer the ICAS (CA). For all other offices we offer the ACA delivered through the Intensive programme.

Intensive Programme

The Intensive Programme is KPMG's front-loaded, classroom-based ACA product which focuses on upskilling trainees more quickly. This means that for the first 12 months of your training contract you will solely focus on passing 14 out of 15 ACA exams, and come into the business on two work experience placements. One is a structured, six week work experience placement during the first quarter of the calendar year after you join, and the second comes after you have completed your 14 exams.

The entire programme is supported by a wide range of mechanisms that will be applied by your tuition provider or KPMG when you require them, but due to the intense pace of the programme you will need to be really dedicated in your approach to learning.

This product allows you to focus purely on your professional qualification in your first year. In the remaining 2 years of your training contract you can concentrate on building up a fantastic range of work experience (with only one exam left to complete) and will have the technical knowledge to apply within the workplace.

The three main training hubs for the Intensive Programme are London, Birmingham and Manchester. Regardless of the selected home office, you will be expected to re-locate to one area in order to dedicate the time to attend the programme for the first 12 months.

Please Note: Due to the intensive nature of the programme, holiday dates are mandated during the initial 12 months of the programme to fit in with the study and exam schedule – with no exceptions.

ICAS Programme

The ICAS Programme is KPMG's CA product offered to all Scottish offices. The programme consists of classroom-based tuition and revision, with wrap-around online and self-study learning. The training is block release which means you are out of the business for four to eight week periods at a time enabling you to focus solely on your professional qualification and then go back into the business once complete. The structure of the programme requires you to take ownership of your studies but also provides a good balance, allowing you to shape your own learning and seek support as and when you need it.

ICAS is both the tuition provider and the professional body which means they both create and teach the material you require to gain the relevant knowledge expected for their syllabus.

The structure of the programme spreads the CA examinations over the lifetime of the three-year training contract, so that you are able to build up your technical knowledge, and can gradually apply what you are learning in training to your workplace experience.

KPMG is proud of both their ACA and CA products as they support all learning styles and seek to ensure a supportive and inclusive learning environment. Therefore, regardless of route, you will be supported by KPMG's dedicated Professional Qualification Training and Accreditation team whose focus is to ensure that each KPMG trainee fulfils their potential.

All programmes take three years to complete. They just offer different routes to achieving success. You should not underestimate how much of your first three years will be spent studying and therefore it is imperative you really think about your learning style, and be sure that you are joining a firm that takes your development as seriously as you do.

By joining KPMG you'll be joining a long list of graduates who've already excelled in their professional exams.

Please see below for case studies.



Name: Bhavisha
Business Area: Deal Advisory – Corporate Finance M&A
Based: London

The recruitment process

At the beginning of my final year at university, I applied to the KPMG graduate scheme and was offered the role within six weeks. The recruitment process was extremely efficient and consisted of online tests, telephone interview, assessment centre and finally, the partner interview. I would advise applying early to avoid positions filling up.

Why KPMG?

I attended a number of networking sessions in the KPMG Birmingham office whilst studying and a number of my lecturers previously worked at KPMG and everyone only had good things to say about working here. On top of that, KPMG has continually been named the leading M&A mid-market Corporate Finance adviser globally which is why when deciding I wanted to go into Corporate Finance, M&A KPMG stood out.

Qualifications and support

KPMG offers a great foundation for the start of your career and supports graduates through further qualifications and providing training whilst working. I am currently studying for the ACA qualification on the Empowered programme which means I do my examinations alongside working. The ACA provides the fundamental skills of being able to quickly examine financials of a company and if you are not from a finance background, it teaches you the basics of what you need to know.

Day-to-day

In essence, what we do within Corporate Finance, M&A is provide strategic advice to clients who are either looking to sell their business (sell-side process) or clients who are looking to acquire other businesses (buy-side process). Typical tasks might include researching potential buyers or acquisition targets and providing strategic rationale for these companies, analysing market trends and pricing companies through methods such as financial modelling.

My advice

Before applying to any job, have a think about what you really want to do and what really excites you and try to find a career that compliments this. You work best when it's doing something you're truly passionate about. If you are not quite sure what this is yet, then don't worry - do your own research, speak to people and try to understand more about what's out there.

Working with clients

I am based in the Canary Wharf office but often go to our meeting space to meet prospective clients. Being in the London regions team, it means that I work with a variety of clients from all different industries which is a great way to getting clued up about different markets.

Social life

Starting a new job is daunting but it's also exciting and almost like starting university all over again. There is an induction where you meet new graduates and very quickly get up to speed on the area of the business that you chose to be in. When working, there are also a lot of opportunities to get involved in societies and communities that interests you, whether that be through sports like running, netball, football, skiing, rugby or communities such as the Graduate Network, KNOW (KPMG's Network of Woman or Breathe (KPMG's LGBT Network) – if you express interest, there is no doubt a community for you.

Further career opportunities at KPMG

KPMG offers a variety of services to clients whether it be Audit, Tax, Advisory and Legal services. There is scope to continue to challenge yourself through secondment opportunities and move to other areas of the business and other geographic locations both nationally and globally.



Name: Harry
Business Area: Deal Advisory – Corporate Finance M&A
Based: Manchester

The recruitment process

I applied to the graduate scheme after leaving university. The application process consisted of online tests, a phone interview, a morning assessment centre and partner interview. Following this I was offered a place on the Deal Advisory graduate scheme and was then provided with the opportunity to say which area of the business I wanted to work in and why.

Why KPMG?

For me KPMG was the clear choice for where I wanted to begin my career. In Manchester, the team is highly regarded in the market and works on a number of the most high profile deals in the North West.

Qualifications and support

I am currently studying towards my ACA qualification, and thus far have completed 9 of my 15 exams. Although the qualification is time consuming, KPMG have struck a good balance between required study time and being able to focus on your professional development in your role. As the entire team have taken their ACA qualifications in the past they are all supportive and are happy to provide advice and guidance when needed.

Day-to-day

The work I carry out in Corporate Finance varies widely from carrying out desktop research on potential targets or markets to producing pitch books and marketing materials and taking part in client meetings. I am able to get involved in all aspects of the deal process and as such learn a large amount on the job. Whilst the initial learning curve is steep, the team are always on hand to explain concepts or jobs to you.

My advice

Do your research before applying for a role so you have a good idea of what you will be doing in your day-to-day role. Make sure you start to build commercial awareness and read as much as possible about what is going on in the area you decide to apply for.

Working with clients

My role is largely office based, however from very early on I have been given the opportunity to liaise with clients as well as attend client meetings and site visits. This has been key to developing communication skills and learning how to build relationships with clients.

Social life

Work/life balance is strongly encouraged at KPMG and plenty of social events are organised for graduates to get to know each other as well as a variety of team events including Christmas parties, race days and Friday drinks.

Further career opportunities at KPMG

As a large global business KPMG offers employees a huge number of opportunities to progress. Usually there is an opportunity to do a secondment in a different function that provides experience in a new area of the business and enable you to grow your internal network. Once through the graduate scheme, KPMG provides fantastic opportunities to progress your career whether it be through further secondments, permanent moves or time spent in one of KPMG's offices abroad.

FAQs

What skills do I need?

Highly numerate and analytical, you'll need to be able to think quickly and logically and communicate with people at all levels in an energetic and successful team.

Because the transaction environment is so fastmoving, we also need people who are flexible and committed to helping us deliver our work to tight deadlines.

Which clients could I be working with?

You could be working with a diverse range of clients; from privately owned businesses to listed corporates, the Public Sector, private equity houses, leading financial institutions and individuals. Our clients operate in a wide range of industries including energy and natural resources, telecoms, travel, leisure, banking, insurance, entertainment and retail.

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

As a professional services firm, KPMG in the UK 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.

Will I need to travel?

Your role is likely to include a degree of travelling. Much of the work we do is face-to-face with clients around the UK, and sometimes overseas, so time spent at a client site can vary from a few hours up to possibly months. The experience to be gained from working away from the office can be invaluable, providing you with the rare opportunity to integrate fully with KPMG and client teams and experience a variety of working cultures.

Contact us

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What can I do after I finish the Mergers and Acquisitions 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 within a really varied career in M&A as you build specialist skills and knowledge.

Throughout your career, you'll be offered ongoing support and opportunities to develop your expertise, both on challenging client projects and through training.