



# Financial Modelling graduate programme

<b>Length of programme</b>	3 years
<b>Qualifications you'll work for</b>	CIMA or CFA depending on the team you join
<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 300 UCAS tariff points(*)</li><li>– Minimum 2:1 degree in a STEM, Economics or Finance specific subject</li></ul> <p>Note: (*) Or equivalent</p>
<p>Please note, we only consider a candidate's 'top' 3 A Level grades and do not accept General Studies.</p> <p>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.</p>	

Our Financial and Business Modelling practice helps clients utilise information to answer their business questions by integrating large volumes of data from disparate sources, and applying subject matter knowledge and technical expertise to build models. We work across all sectors and support the strategic direction of the whole business, or parts of a business, through a variety of capabilities.

Our clients depend on models to make critical financial and business decisions. The models we build provide numerous benefits; deep insights into data, efficient automation of processes, and dynamic analysis of options and opportunities. High quality, robust modelling reduces the potential of misapplying business logic or encountering data errors, and decreases the risk that organisations will make poor decisions.

Our 3-year graduate programme is designed to offer you the exposure and support you need to secure a successful career in Financial and Business Modelling. You will develop core business consulting and technology skills, whilst building models using a broad range of tools such as; Excel, VBA, SQL, Python, Qlikview, Tableau, and Power BI.

## In depth

As a graduate, you'll follow a structured programme working with a range of clients and technologies. Highly diverse, this work will span the delivery lifecycle, from initially shaping a project through its design to technical delivery.

During the programme, you'll benefit from a number of training modules designed to develop your productivity and technical skills.

As you progress, your Performance Manager will work with you to identify your goals and tailor any additional training you might need.

We will provide plenty of support and a blend of development opportunities to help you achieve your potential – including client work and the chance to gain qualifications specifically suited to the work you will deliver.

### Who we're looking for

People who excel within Financial and Business Modelling, are passionate about continually adapting their skills and knowledge to find solutions that meet our clients' needs, and have a love of working with numbers. We also ask for a keen interest in technology and business issues, as well as good communication skills and the desire to take on early responsibility.

Whilst you don't necessarily need to be a technical guru, we are looking for individuals who have a keen interest in financial and business modelling and typically come from STEM, Economics, Accounting or Finance backgrounds. Most importantly, you'll have an appetite to learn about financial and business modelling and how we can best support our clients.

Candidates applying for a role in Bristol, due to the sensitive nature of the projects, must be able and willing to undertake national security vetting.

### Coverage Areas you might work in

You will add value to our clients and business from day one. No two projects will be the same, so you'll need the flexibility to work across different roles with a diverse range of people and clients. We work across three coverage areas: Financial Services, Corporates and Infrastructure, Government & Healthcare.

**Financial Services** We help banking, insurance and investment management clients use advanced modelling techniques to make better decisions.

**Corporates (Corps)** We have clients in sectors as diverse as Aerospace & Defence, Life Sciences, Industrial Manufacturing, Energy, Technology Media & Telecoms, Consumer Markets, Leisure and Retail. We provide tools to help our clients confidently address strategic and operational challenges.

**Infrastructure, Government & Healthcare (IGH)** We have clients in areas as diverse as Infrastructure, Transport, Justice, Security, Education and Health that operate in all of the regions across Great Britain. We help clients analyse options, plan and appraise high-value bids, and optimise resource allocation.

You will get to work on a broad variety of projects in different industries and will be able to work with other parts of the firm such as Transaction Services, Corporate Finance, Restructuring, Tax, Financial Risk Management

and Audit, on some of the most exciting and high profile projects in KPMG.

This exposure provides access to the unrivalled knowledge you need to build your own skills, as well as deliver to our clients. Learning and applying the latest technologies, you'll be expected to pick up essential information quickly about the UK firm and industry that you're working in, as well as the basics of Financial and Business Modelling.

The three coverage areas work closely together and so regardless of which coverage area you are part of, you will likely find yourself given the opportunity to work for the other areas during the graduate programme.

### Why Financial and Business Modelling?

As one of the fastest growing areas of KPMG, it's a great place to develop your modelling and analytics skills, business understanding, consultancy skills and career. The breadth of our work, expertise and clients means there's always the chance to learn new things. We'll also provide a strong support network for you to maximise every opportunity that comes your way.

### Training and Development

Training will continue throughout your career at KPMG, but during your first couple of years, we focus on equipping you with further technical and industry knowledge. The exact shape of your training will be influenced by the type of work you're engaged in, but will involve learning market-leading technologies and industries and formal training on a number of delivery and consulting approaches. We'll also assign you to projects that put your formal training to practical use.

Plus, we offer on-the-job coaching, the chance to study for relevant industry qualifications and access to wide-ranging training that will help you to manage your time, influence stakeholders, manage finances and lead others.

You may also have the opportunity to study for CIMA or CFA, depending on the team you join. Both are industry accredited qualifications focusing on finance and accounting concepts that will help you through your graduate programme and into your future career.

**Please see below for case studies.**



**Name:** Haengeun

**Business Area:** Technology & Engineering - Financial and Business Modelling

**Based:** London

### The recruitment process?

I found the KPMG recruitment process interesting (and fun!). I was asked to upload a short 90 second video answering the question 'What are you passionate about?' and I was then invited to attend the Launchpad event where the assessment centre and the final interview were combined in one day. It was a well-structured day, with plenty of opportunities to speak to people and find out more about the career at KPMG.

### Why KPMG?

Joining KPMG means you'll be part of a fantastic network who will inspire you to excel and build your career. You'll get to work with many talented and inspiring people, be exposed to great opportunities to cultivate your skills and contribute to KPMG in ways no one else can. Over the past 3 years I've been with the firm, I've benefitted from many fantastic resources and rewards that KPMG has to offer, and have always felt that I could be who I am and bring a unique perspective to the table.

### Qualifications and support?

The firm will support you to complete the CIMA qualification. CIMA is split into Certificate, a standalone qualification, and three further levels. It's been essential in developing the financial understanding you need to be successful in the team. There is also lots of focus on learning on-the-job, internal training courses and most importantly, asking questions and sharing knowledge with colleagues!

### Day-to-day?

My favourite aspect of my job is the variety. No two projects are the same, and no two days are the same. I've had a chance to work with so many different projects, ranging from doing model reviews, building financial models in Excel, developing VBA, managing a SQL database and building dashboards in Power BI.

### My advice?

Work hard to work with great people; be at the right place at the right moment, speak to the right people and win their trust. You'll learn so much from them and it will give you the experience and confidence to progress your own career. KPMG is full of these great people! And also, always smile, share your interest and stay positive. It will help build your brand.

### Working with clients?

The Financial and Business Modelling role is client facing. You'll be exposed to many great opportunities to interact and work with clients directly. Whilst it's a steep learning curve, especially as a junior member of the team, you will learn invaluable skills that will help massively in your career.

### Social life?

KPMG offers a fantastic work-life balance, with flexible working hours. I found myself going on more holidays and taking on more hobbies than I have ever done before joining the firm. The team is very happy to accommodate your schedule so that you can fit work into your life, rather than making your life fit around work.

### Further career opportunities at KPMG?

One of the biggest benefits of working at a large, multidisciplinary firm, is the access to a wide variety of teams and projects. This gives you a fantastic opportunity to gain a real insight into other sectors and industries. You can find out more about the financial and business modelling team [here](#).



**Name:** Dilveer  
**Business Area:** Financial and Business Modelling  
**Based:** London

### **The recruitment process?**

I joined the UK firm in September 2015. The recruitment process for this intake was similar to other consulting firms and spanned a large amount of time. However, my interviewers were very welcoming and willing to talk again after I received my offer. This helped prepare me for joining the firm. Since joining, the firm has taken on feedback provided by graduates and has completely transformed the recruitment process so it is more streamlined and fun.

### **Why KPMG?**

Before applying, I was looking to get into the banking and insurance industry. KPMG has a good reputation as one of the big 4 consulting firms with some of the biggest clients in the market. The exposure and client interaction that a graduate within Financial Services Modelling gets is great and has come with that steep learning curve on the industry, exactly what I was looking for.

### **Qualifications and support?**

The Financial and Business Modelling team may give you the opportunity to study for professional qualifications. I personally have chosen to focus on my projects and learn on-the-job. The team itself provide a great support network to learn from each other, from lunch and learns to detailed feedback.

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

Projects can vary so much so it is difficult to describe a typical day. Generally you will be working on a model build or a model review. Model reviews involve detail-orientated review of Excel-based financial models. Model builds can vary from building a database, a dashboard, a traditional financial model or a business case model.

### **My advice?**

Get to know your peer group within the wider advisory team. They are your most important network and will help you as you encounter new challenges from project to project. Work aside, they will also be a lot of fun as you go through your graduate pathway.

### **Working with clients?**

Working with clients is a great experience. Often you will have to work hard at maintaining a good relationship with clients as they will be your key source of information as you begin to support them through the project.

### **Social life?**

There is a good work life balance at KPMG, whether you are a budding graduate or a parent with children. There are lots of events you can join, but I personally think your "KPMG social life" starts with your peer group.

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

The managers within the modelling team are great at helping you focus your career. Your performance manager will help guide you as you work your way up the career ladder, but they will also help you find those opportunities outside of the pathway if there is something you are passionate about.



**Name:** Sam  
**Business Area:** Financial and Business Modelling  
**Based:** London

### **The recruitment process?**

My recruitment process began in 2015 when I was part of the Vacation Programme. The process was very well organised and I enjoyed the opportunity to be interviewed by directors. My final interview was very informal and felt like a conversation where I was able to speak about topics that I was interested in, rather than answering a list of questions.

### **Why KPMG?**

During the course of my internship I was impressed by the values that KPMG has and how we stick to them in every aspect of the business; both in interactions with clients and also in the way that we treat our employees. Everyone is valued, and everyone is important. Even as an intern I never felt that I was marginalised or not listened to, I felt as though I was an important part of the business. I work here because KPMG is a responsible firm which cares about its staff.

### **Qualifications and support?**

In Financial and Business Modelling you may have the option to complete qualifications which are fully funded by the firm which is a great opportunity. There are also opportunities to take internal training courses in new technologies and techniques to further your development. I have felt fully supported and able to ask questions of anyone in my team if I am unsure about something.

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

In my first year, my day-to-day has consisted of anything from helping with the running of the Vacation Programme in my department, to building new modelling tools. The variety of work is great and you will rarely have two days which are the same. Recently I have been working on a complex remediation engagement while helping to organise a team away day!

### **My advice?**

Ask for help. If you are not sure about how to do something it is better to ask than to not do something correctly. Additionally, never underestimate the value of a strong network. Get to know everyone on your team and make an effort to meet colleagues in other areas of the business. You never know what opportunities might come up!

### **Working with clients?**

Working with clients is a steep learning curve as you have to be able to read their expectations and align yourself with their culture. It can be daunting when you first start but having the skills to build relationships with clients is invaluable. Even as a junior colleague you will have opportunities to interact with very senior client stakeholders.

### **Social life?**

There is a very strong social culture at KPMG. There are a huge number of social events, and we have a social committee who organise events for our team. Our team has a band which have played at social events and we have been for karaoke nights together!

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

KPMG is such a large firm that you can end up working on projects in almost any sector or industry if you look for it. The financial and business modelling teams work closely with other KPMG teams, giving you unparalleled insight other parts of the firm.

## FAQs

### Will I work with other teams?

Absolutely. The programme is part of a much wider function within KPMG. Working with teams across KPMG to deliver truly bespoke technology solutions, you'll gain a broader understanding of the role that our clients' technology functions play within their business. You may also get the opportunity to work on projects in other teams where you can utilise the skills you have developed or gained through training will also help you become a more rounded individual and increase your internal and external networks.

### What types of clients might I work with?

Our clients tend to include organisations that are undergoing rapid growth, experiencing technology issues or using large, complex information systems.

### Will I get the opportunity to work in different business areas (FS, Corps, IGH) 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 alongside 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.

### How are projects organised?

We assemble teams with appropriate skills at bid stage or select them to meet specific client requirements for ongoing projects. The teams are led by an engagement manager and partner, who allocate work and the time spent.

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

Our work takes us to where our clients are, so we spend a lot of time working at their offices. That means there will be travel involved – it's unlikely that you'll be going to the same office every day of the year, so be prepared to frequently change your routine.

### What qualifications will I be able to study?

Graduates joining the Financial Services Team will be offered the option to undertake the Chartered Financial Analyst exams.

Graduates joining the Corporates or IGH teams will be required to undertake and pass the Chartered Institute of Management Accountants exams.

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. You can find out more by [clicking here](#).

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

Given our amazing growth, you'll be supported to progress and have a really varied career in Modelling, as you build both specialist and broader consulting skills

## Contact us

T: +44 (0) 800 328 5764

E: [ukfmggraduate@kpmg.co.uk](mailto:ukfmggraduate@kpmg.co.uk)

[kpmgcareers.co.uk](https://kpmgcareers.co.uk)



The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavour to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

© 2019 KPMG LLP, a UK limited liability partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. All rights reserved. Printed in the United Kingdom.

The KPMG name and logo are registered trademarks or trademarks of KPMG International.

Designed by CREATE | July 2018 | CRT100733A