



Data Analytics and Technology graduate programme



Length of programme	3 years
Qualifications you'll work for	ICAEW Certificate in Finance, Accounting and Business (CFAB)
Location	London. 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>
<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>	

In Deal Advisory 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 utilising advanced technologies, through our very own KPMG DealTech, which delivers deeper insights to our clients via data enhancements, pricing and modelling, benchmarking and reporting.

As a graduate, you can expect real variety here in Deal Advisory. Joining either our Deal Analytics or Technology in Mergers & Acquisitions (M&A) team, 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 using big data tools to provide insights into what really boosts performance, or working with both acquirers and vendors on deal technology issues related to M&A transactions.

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.

In depth

In Deal Advisory Data Analytics and Technology, we apply deep technical knowledge, tools 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.

You could find yourself working in one of the following teams and will be asked to provide your team preference as part of the recruitment process.

Technology in Mergers and Acquisitions (M&A)

The Technology in M&A team at KPMG has ambitious growth plans and you will therefore be part of a growing and dynamic team. We work with both acquirers and vendors on pre- and post-deal technology issues related to M&A or similar transactions. Working alongside our colleagues within Deal Advisory, we provide an integrated and value-adding service to our clients to support them to make their transactions successful. We deal with all aspects of the technology function, from strategy to reviewing technology spend. We cover issues such as how companies take advantage of opportunities afforded by digital enablement, how they mitigate against the real cybersecurity threats posed by being connected businesses and how the technology function is supported by its people and by underlying systems and infrastructure landscapes. Above all, we are motivated by a passion to help our clients to execute transactions efficiently and maximise deal value through technology. Our three key client proposition areas are:

- 1) Due diligence: Highlighting key risks and opportunities in the target organisation's technology environment in order to ensure that acquirers are aware of key issues that may impact valuation.
- 2) Integration: Planning pre and post deal to support the client to integrate the IT function and systems into the Buyer's organisation, whilst enhancing value.
- 3) Separation: Supporting Vendors to plan and deliver a credible, discrete standalone entity on Day 1 to the Buyer with value preserved and business continuity ensured from an IT perspective, including support to define and implement transitional service agreements.

Deal Analytics

Deal Analytics is a fast-growing team within Deal Advisory that drives value for clients across a wide variety of industries, using data-enabled solutions. We work with both acquirers and vendors on pre- and in-deal analytics relating to transactions. Working alongside our colleagues within Deal Advisory, we provide an integrated and value-adding service to our clients to support them to make their transactions successful.

Our team use big data tools and our own analytics platform to transform large volumes of financial data into a user-friendly format in order to provide insights into what really boosts performance. We provide insights on customers, products, and other areas including, but not restricted to; sustainability, revenue, pricing, profitability drivers, concentration risk, 'winners & losers' and wallet

share. It's a fast-paced environment. The deal teams and target organisations we serve expect efficient and robust analysis from our teams. We interpret, at a transactional level, what is driving businesses forward or keeping them from realising their full potential, sometimes working with datasets in the tens of millions.

What to Expect

You'll contribute to your team's performance early in your career, enjoying unusually 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 identical.

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.

You will study for the ICAEW Certificate in Finance, Accounting and Business (CFAB). This qualification provides knowledge and practical skills in three key areas: finance, accounting and business. There are six modules: Accounting, Law, Business and Finance, Principles of Taxation, Management Information plus Assurance. This qualification will support you to understand how a business really works and how to understand the language of finance.

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.

In the Deal Analytics team, you'll also receive training in a range data investigation and visualisation tools which we use day to day, including Alteryx, Tableau & Power BI.

Whilst in the Technology in M&A team 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 about market-leading technologies, and formal training on a number of delivery and consulting approaches.

There is also scope to continue to challenge yourself through secondment opportunities and move to other areas of the business as well as other locations both nationally and globally.

Please see below for case studies.



Name: Shiksha
Business Area: Deal Advisory – Deal Analytics
Based: London

Why KPMG?

I had become familiar with KPMG through its presence at career fairs and networking sessions at university. Through all of these interactions, KPMG represented a market leading, dynamic firm to work for. KPMG was also consistently recognized for successfully advising on some of the largest, most complex M&A deals in the market, across various sectors, as well as hailed for its willingness to embrace new forms of technology early on. I also appreciated the focus on diversity and representation within the firm.

Qualifications and support?

KPMG offers a great foundation for the start of your career and supports graduates through the CFAB qualification alongside your day to day role, The qualification starts 'from scratch' which is great if you are not from a finance or business background! Although it can be sometimes challenging to balance work and study, there is a good balance between work and study through time in college and study leave. Many team members have completed the qualification in the past so there is always support available within the team as well as through the central professional qualifications team who are happy to provide advice and guidance when needed. Going to college also gives you a great opportunity to meet other graduates from other teams in KPMG and provides social opportunities.

Day-to-day?

As part of the Deal Analytics team, we provide targeted financial analysis and commercial insights to aid the due diligence process for clients who are either looking to sell their business or buy other businesses. Our role involves the use of data analytics tools like Alteryx, Tableau and Power BI to analyse a company's financial data to identify profitability and growth drivers for M&A transactions.

A typical day could involve parsing and interrogating large sets of financial data, running it through models and workflows to generate meaningful insights and producing outputs to be used in the final due diligence reports. However, no two days are the same and the role requires you to adapt to the changing environment around the deal. The deal process is fast-paced and challenging but extremely rewarding, and there is always a friendly project team to brainstorm ideas with and troubleshoot any issues!

My advice?

Do your research before applying to any role. While you may not have an exact career plan mapped out, it is important to identify where your interests lie and try and find a role that aligns with these interests. I would advise taking advantage of networking sessions at your university or organisation and speak to as many people as you can – the more information you have, the easier it will be to make a decision.

Working with clients?

I am primarily based in the London office but liaise fairly regularly with clients from various industries, through site visits, meetings and calls. This role allows us to interact with the highest level of management at client companies and this is a great way to build and strengthen communication skills.

Social life?

The best part of joining KPMG through a graduate programme is that you join with a large group of like-minded fellow graduates. This means there are immediate opportunities for networking and socialising, and several new-joiner events to help you meet more people and get to know the various teams. It is also similar to university in that there are a number of societies and communities to get involved with. If you can think of an interest, it likely exists – ranging from sports like Football and Skiing, to hobbies such as Book Clubs or Glee Club, to communities like the Women's network or the LGBT network.



Name: Faisal

Business Area: Deal Advisory – Technology in M&A

Based: London

The recruitment process?

I applied to the graduate scheme during my final year of university. The application process was very efficient and consisted of online tests, and finally a Launch Pad assessment event at the London office

Why KPMG?

Having consistently held a spot in the Times Top 100 Graduate Employers, KPMG was the clear choice for where I wanted to kick-off my career. Additionally, having attended networking events hosted by KPMG, it helped get me a better perspective as to the everyday life of current grads working there, and it made KPMG stand out.

Qualifications and support?

I am currently studying towards my CFAB qualification, and thus far have completed 2 of my 6 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. The entire team knows and understands the work required for studying and focusing on your daily work, and are therefore very supportive and are happy to provide advice and guidance when needed.

Day-to-day?

The work I carry out in Technology in M&A varies widely and no two days are the same. From writing and drafting due diligence reports, to working on the blueprints and models for integrating or separating businesses, I'm able to get involved in all aspects of the deal process and as such learn a large amount on the job. For me, this dynamic environment excites me and is one of the many reasons I chose to work in M&A and specialize in Technology. 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. This way, it'll help you form a better idea and make an informed decision as to where you want to start your career.

Working with clients?

I'm based in the London office, however, you can sometimes be based out of client site for some duration in the project. This is key to developing communication skills and learning how to build relationships with clients which will further help you as you advance in your career.

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.

Further career opportunities at KPMG?

As a large global business KPMG offers employees a huge number of opportunities to progress. Usually after gaining some exposure and experience in your relevant field, there are opportunities to do a secondment in a different function, or even country, which provides experience in a new area of the business and enables you to grow your internal network. Once through the graduate scheme, KPMG provides fantastic opportunities for you 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 fast moving, 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 our 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 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 our 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 Deal Advisory Data Analytics and Technology 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 technical skills. Given our amazing growth, there are opportunities to progress a really varied career in Deal Advisory Data Analytics and Technology 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.