



Mergers & Acquisitions graduate programme



Length of programme	3 years
Qualifications you'll work for	ACA
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 128 UCAS points (*) under the 2017 tariff point system at A Level– Minimum 2:1 degree 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 today's ever-changing world, businesses need to move quickly if they want to make the most of new opportunities. In Mergers & Acquisitions, we provide the advice that enables organisations on both sides of a transaction to navigate the challenges successfully. Our remit spans acquisitions, disposals, mergers and IPOs across a host of end markets and sectors and is at the sharp end of business strategy. It makes life as a graduate here very fast-paced – and incredibly rewarding.

Our 3 year programme will give you a solid insight into the world of business, combining structured training, work experience and on-the-job coaching. You'll not only gain a broad commercial awareness, you'll also develop an end-to-end understanding of the deal and economic cycle.

Whether we're advising sellers or buyers, we create holistic solutions that add real value. You might find yourself helping a business prepare for exit, for example, or looking at which companies could be open to acquisition in a particular market. A market leader, we are consistently ranked amongst the most active corporate finance advisors globally and the deals we advise upon are often international in scope – many of these in the public eye. We operate within a robust framework but, as you grow in experience, you'll have the opportunity to shape the strategies behind our clients' decisions and help to influence their successes. We're looking for people with an entrepreneurial spirit and a collaborative mentality. You'll be keen to share ideas and build relationships with internal teams and external stakeholders alike. You'll also welcome different perspectives and be happy to share your own.

We need to be agile and innovative in the way we interact with our colleagues and clients in the current environment and we embrace technology and new ways of working to continue to provide our clients with the advice and support they need.

In depth

In this 3-year programme, your focus will be on M&A but you can also expect to collaborate with people from across the firm and, in particular, from the wider Deal Advisory practice. It will give you a great platform from which to build your knowledge – and your networks.

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).

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 both private and public 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, helping clients to buy and sell businesses, advising on acquisitions, disposals, mergers and IPOs, 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.

What to expect

As a graduate here, you could find yourself analysing strategic options or assessing value. You might help to structure the deal, design the deal, or design mechanisms for presenting the deal to the marketplace. You could be involved in managing the transactions process, negotiations and securing the optimal terms for a successful closing.

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.

If you have the skills and vision to add value to our clients, this is an exciting place to be.

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 deliver the ACA qualification through our 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, 6 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 3 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. This includes trainees joining our Scotland offices, who will be expected to relocate to Manchester to attend the Intensive Programme.

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.

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 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 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. However, in the current climate, like our clients, we are having to adapt and are

leveraging technology to deliver virtual or hybrid ways of working.

What can I do after I finish the Mergers & Acquisitions Graduate Programme?

Our 3 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.

What was the impact of COVID-19 on professional qualification tuition?

The vast majority of KPMG's staff undertaking a professional qualification were able to continue with their studies and examinations following the COVID-19 pandemic, including those studying with the ICAEW. We expect studies to be back to our usual mix of classroom and remote learning detailed above for our 2021 intake, and exams to be scheduled normally.

Were exams and progression through training programmes impacted by COVID-19, and will that continue?

The ICAEW moved quickly to introduce new remotely invigilated exam solutions following the start of the pandemic. This meant that whilst there was some initial disruption, we were quickly able to ensure our students could continue with their exam pathways where individuals were comfortable to do so. These newly developed solutions may well continue to be used into the future, and thus will provide extra flexibility for our business and training.

Contact us

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