

# Deal Advisory – Strategy & Value Creation

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.

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 amortisation) 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.

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 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 clients' businesses.

## FAQs

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

Dependent upon the office you join, you may be allocated to a specific industry sector or across a variety of industries and/or clients/projects. Some travel will be required for work but this will be balanced alongside our hybrid working model.

For the Intensive Programme, you will be expected to reside in the training location of the programme you have joined for the first circa 10 months, regardless of your home office location.

For all other programmes, you will be allocated a training centre near your home office which you will be expected to travel to for some courses and/or exams. However, a lot of the programme will be completed via Online Classroom Live.

### **How important are my skills in technology-based systems?**

In this evolving environment, the use of technology and 'big data' is ever more present. It is not a thing of the future, but woven across all areas within the professional services firms of today. While KPMG does not expect all trainees to be experts in technology, a working knowledge of software programmes, like Excel, is useful, as you will be using these on a daily basis in varying degrees depending on the area you join.

### **Will I work with other teams?**

Absolutely, this very much part of being an employee at KPMG. The programme is part of a much wider function within KPMG and you will likely collaborate with a range of teams across KPMG and/or your function. 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, which will also help you become a more rounded individual and increase your internal and external networks.

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

You'll be supported to progress and have a varied career, as you build specialist skills and broad knowledge of your capability.

## Contact us

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