The Beginner’s Guide to Finance & Consultancy Careers

Louise Ogle, Careers Consultant
This week...

**Beginner’s Guide to Finance & Consultancy**
Monday 15 Oct, 1pm-2pm & 5pm-6pm Event Space, Davison

**Banking and Beyond**
Monday 15 Oct, 6pm-7.30pm, Moore Auditorium

**CVs and Applications for Finance & Consultancy**
Tuesday 16 Oct, 1pm-2pm Event Space, Davison

**Careers in Consultancy**
Tuesday 16 Oct, 6pm-7.30pm, Moore Auditorium

**Employer Skills Workshop: ICAEW**
Thursday 18 Oct, 1pm-2pm Event Space, Davison

**Employer in Residence: ICAEW & Kingston Smith**
Thursday 18 Oct, 2pm-4pm Careers Service, Davison

**More Ideas for Financial Careers**
Thursday 18 Oct, 6pm-7.30pm, Win 0-02

**Finance: More than Just Numbers**
Friday 19 Oct, 1pm-2pm Event Space, Davison
Tech, banking or Big Four: How much they pay, how hard it is to get in

by Sarah Butcher 24 September 2018
Myths about this sector

• UK financial-sector jobs are all in London

Banking Jobs Are Growing Fastest Outside London
advice.milkround.com

Employers struggle to recruit graduates for regional offices
FT.com

7 Reasons Why You Should Work in a Regional Office
insidecareers.co.uk
Myths about this sector

- Finance jobs need a numerical degree

How to get a graduate job in retail banking or insurance if you don’t have a numerical degree
Targetjobs.co.uk

The qualifications you need to make it in investment banking now
efinancialcareers.com
Myths about this sector

- City jobs need top grades

*How to job hunt if you get a 2.2 when you graduate*
Targetjobs.co.uk

*Are glowing academics essential for gaining a financial services graduate place?*
efinancialcareers.com
"matching" / trait and factor

Most of this session is about.....

You (skills, desires, preferences)

Get the best match possible

Jobs (What’s available? Activities, requirements, etc)

That information is meaningless without
### Job Profiles

<table>
<thead>
<tr>
<th>Accounting technician</th>
<th>Financial manager</th>
<th>Pensions consultant</th>
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<tbody>
<tr>
<td>Actuarial analyst</td>
<td>Financial risk analyst</td>
<td>Retail banker</td>
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<tr>
<td>Actuary</td>
<td>Financial trader</td>
<td>Risk manager</td>
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<tr>
<td>Chartered accountant</td>
<td>Forensic accountant</td>
<td>Senior tax professional/tax inspector</td>
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<td>Chartered certified accountant</td>
<td>Insurance account manager</td>
<td>Stockbroker</td>
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<td>Chartered loss adjuster</td>
<td>Insurance broker</td>
<td>Tax adviser</td>
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<tr>
<td>Chartered management accountant</td>
<td>Insurance claims handler</td>
<td>Business adviser</td>
</tr>
<tr>
<td>Chartered public finance accountant</td>
<td>Insurance risk surveyor</td>
<td>Economist</td>
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<tr>
<td>Compliance officer</td>
<td>Insurance underwriter</td>
<td>Environmental consultant</td>
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<tr>
<td>Corporate investment banker</td>
<td>Internal auditor</td>
<td>IT consultant</td>
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<tr>
<td>Corporate treasurer</td>
<td>Investment analyst</td>
<td>Management consultant</td>
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<tr>
<td>Financial adviser</td>
<td>Operational investment banker</td>
<td>Public affairs consultant</td>
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<td></td>
<td>Pension scheme manager</td>
<td>Recruitment consultant</td>
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</table>
Accounting

Description:

There are two main opportunities in accounting:

• Work for a professional services firm (either small or large) that provides accounting services: “practice”

• Working in the accounting & finance departments of any other kind of company (e.g. a food manufacturers, a TV company, a university): “industry”

Example companies

• Professional services : The "Big 4": Deloitte, EY, KPMG, PwC

• Local companies

• Work for the government, NHS, charities or military
What you need to know:

- All paths require significant training. But companies will pay for your training (e.g. CIMA, ACA, ACCA and CIPFA)
- You need to be numerate
- Good with people
- Working in a major professional services firm is very different from a local firm
Which specialism/service line/division?

**Assurance**
- Commercial finance
- Corporate finance
- Corporate recovery
- Corporate treasury
- Financial accounting

**Forensic accounting**
- Internal audit
- Management accounting
- Risk assessment
- Tax
The Big 4’s entry criteria and your graduate job application

All the Big 4 firms have made significant changes to their academic entry requirements in recent years, giving hope to students whose applications in previous years would not have got through initial screening. How will these changes affect your chances of getting employed by EY, Deloitte, KPMG or PwC?

EY: academic qualifications and work experience removed from its entry criteria

It is undeniable that

Which accountancy specialisation should you choose?

Can you practise discretion and build good working relationships based on trust? Perhaps you should consider a career in tax. Or do you have the inquisitiveness and sound judgment of a detective? Forensics probably appeals. How do you decide which will suit you best?

Service line, business area, division… whatever they call them, most accountancy and financial management employers will ask you to indicate an area of specialisation when you apply to their graduate and internship programmes.

Help is at hand

Our areas of work and employer hubs will help you to research accountancy specialisations. Employer websites are another excellent source of information and advice. Grant Thornton tells students, for example. As far as determining which business area is right for you, we tend

Choosing your specialisation is a really a matter of figuring out what best suits your personality.
How to get a job at Deloitte, EY, KPMG and PWC

by Sarah Butcher 27 May 2015

**PwC**
UK headcount 19,741
Graduate places 1,600
Graduate applications 40,000

**EY**
UK headcount 16,364
Graduate places 950
Graduate applications 15,000

**Deloitte**
UK headcount 15,848
Graduate places 1,100
Graduate applications Undisclosed

**KPMG**
UK headcount 11,652
Graduate places 1,000
Graduate applications 28,000

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Deloitte, PWC, KPMG & EY. Are the Big Four all the same?

by Sarah Butcher 28 October 2017
Top 50+50 Accountancy Firms 2017

Enter the 2018 ranking here.

The Top 50+50 Accountancy Firms 2017, sponsored by Sage, champions excellence in the accountancy industry by ranking UK accountancy firms by total UK fee income.

Read our Top 50+50 ranking analysis.

<table>
<thead>
<tr>
<th>Ranking vs 2016</th>
<th>Name</th>
<th>UK income fee (£m)</th>
<th>% change vs 2016</th>
<th>Year end</th>
<th>UK partners</th>
<th>Fee per partner (£m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1</td>
<td>PwC</td>
<td>3437.00</td>
<td>+11.00</td>
<td>30/06/2016</td>
<td>926</td>
<td>-</td>
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<tr>
<td>#2</td>
<td>Deloitte</td>
<td>3040.00</td>
<td>+13.60</td>
<td>31/05/2016</td>
<td>956</td>
<td>-</td>
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</tbody>
</table>
Finance – “in-house” or “in industry”

Description: In-house finance teams prepare periodic financial statements including profit-and-loss accounts and budgets.

They provide a support service to the business by working with all departments and the management team to help make financial decisions and make sure spend stays in line with budget.

What you need to know

• Need to be commercially aware with an interest in how businesses work and manage their finances

• Companies often provide support for professional study e.g. ACCA or CIMA

• Often open to graduates from any degree subject – need numeracy, analytical and problem solving skills
Arriva Graduate Programme - Finance

Introduction

Arriva is one of the largest providers of passenger transport in Europe, employing around 60,000 people and delivering more than 2.2 billion passenger journeys across 14 European countries each year. Arriva is part of Deutsche Bahn (DB) and is responsible for DB’s regional passenger transport services outside Germany.

At Arriva we want to find the very best people... Read more

Responsibilities

The finance team are looking for a proactive graduate with an entrepreneurial outlook and someone who is looking for a graduate programme where they can really make a difference and boost their career. You will get involved with financial reporting, KPIs and high level... Read more

Job Summary

Position:
Arriva Graduate Programme - Finance

Company:
Arriva

Location:
Holborn, London, United Kingdom

Job Group:
Administrative / Management
Consulting or “Management Consulting”

Description:

Management consultants help organisations to solve issues, create value, maximise growth and improve the business performance of their clients. They use their business skills to provide objective advice, expertise and specialist skills which the organisation may be lacking.

Example companies

**Generalist:** are the larger firms, such as Deloitte, EY, KPMG, PwC and Accenture. Wide range of services

**Strategy consultants:** offer strategic advice on a project-by-project basis e.g. new market entry, long-range planning

**Human Resource, IT, Finance, Marketing, Procurement and Outsourcing consultants:** offer specialist advice, e.g. in organisational restructuring, talent and rewards strategies, budget control systems, IT system design

Source: Prospects.ac.uk
Consulting or “Management Consulting”

What you need to know:

• Lots of contact with different clients (client-facing skills)
• Large and small companies
• Long hours
• Lots of movement, lots of new experiences, ever-changing
• As a new graduate, you will usually start as an analyst role, mainly carrying out research, data collection and analysis
Banking vs. consulting. – Which is really best now?

by Sarah Butcher 27 December 2017

Consulting

What consulting employers look for in covering letters

A great covering letter can help you get you through to the interview or assessment centre stage at the consulting firms.

The skills consulting recruiters are looking for in 2019

Leading consulting employers speak about the competencies.
How do I get a graduate job in consulting?

Everything you need to know about graduate j
Careers in Consultancy

IBM
EY

Tuesday 16 Oct, 6pm-7.30pm
Moore Auditorium
**Description:** Investment banks fund the operations of major businesses through mergers, acquisitions, issuing stocks, securing loans and other methods.

**What you need to know:**

- Need a very good academic record.
- Numeracy and resilience.
- Very long hours and a hard, extremely competitive environment.
- Potentially very, very good money.
- Trading using technology is becoming increasingly important.
- Internships are **key** to securing a position.
HOW MANY roles within IB?

Investment analyst
- Provide research

Trader
- Execute trades

Sales
- Between traders & clients

Relationship Manager
- Build client relationships

Risk Manager
- Analyse market risks

Operations Analyst
- Back office

Compliance Officer
- Comply with regulations

Fund Manager
- Manage client funds

Tech roles
- Support, programming, projects

Equity Research
- Advise fund managers

M&A
- Advise on structural change

Structured Finance
- Bespoke finance for a sector
How to get a banking and investment graduate job: the best tips

Everything you need to know about graduate investment banking

Investment and banking prospects for graduates without a finance degree
Get to grips with banking jobs...

Insidecareers.com
Prospects.ac.uk
efinancialcareers.co.uk
Targetjobs.co.uk
video - How to get into Investment Banking

Morgan Stanley bankers tell us about the industry, why internships are so important, and what graduate recruiters are looking for.
How Different Is It Working as an Equity Research Analyst and an Investment Banking Analyst?

Many times young students, who are following the finance stream, are not really sure what they actually want to do in future.

They see their friends or seniors following successful high paying professions such as equity research analyst, private equity analyst, financial research analyst, investment banking analyst, hedge fund manager, etc.

Many times these youngsters are not sure what exactly they have to do if they choose any of the above professional careers.

In fact just last week one of my students from the financial stream had come over to me with the very same problem.

He wanted to understand how different is it to work as an equity research analyst and an investment banking analyst.
Banking and Beyond

HSBC
Barings
EBRD
Silicon Valley Bank

Mon 15 Oct, 6-7:30pm
Moore Building Lecture Theatre
Description: Risk is a growing field as regulation has increased since the financial crash. Insurers work closely with actuaries, risk and claims managers to find a balance between attracting new business and covering any potential losses.

Example companies:
- Within an insurance firm e.g. Zurich or Confused.com
- Within a large company or a bank
- At a consultancy e.g. one of the Big 4 accountancy firms
Actuarial, Risk & Insurance

What you need to know:

• No specific degree required although management, maths, economics and law may be useful

• For actuarial work, maths, economics and science subjects are preferred/essential

• Analytical skills, an eye for detail, the ability for work under pressure, commercial awareness, communication and presentation skills are important

• Suffers from an image problem (maybe from those adverts) but great career prospects, pay and interesting work
Graduates
We embrace fresh perspectives. Which is why we'll welcome yours.

We run two core programmes for graduates - Insurance and Actuarial. Both are two years long and composed of four six-month placements, designed to give you an encompassing range of experiences to discover your strengths and interests. Equipped with those insights, you’ll be able to choose your professional path and achieve your aspirations.

Take our test here to see if you have the right skills to work at Lloyd’s.

Download our graduate and apprentice brochure to find out more.

Lloyd’s graduate programme

The programme
On the graduate programme you are given every opportunity to learn about the variety of career opportunities that exist in insurance.

Learning and development
As part of your development we’ll provide a range of learning opportunities to help you realise your potential.
More Ideas for Finance Careers

Financial coach
Head of Fund & Asset Management
Procurement Manager

Thurs 18 Oct, 6-7:30pm
Moore Building Lecture Theatre
It’s not all about grad schemes

- Recruitment agencies
- Graduate-level jobs
Jobs you get in every company

I think I’d like to work in the creative industries, but I’m more analytical than creative...

Finance Dept + Universal

I like the idea of working in The City but I hate numbers and love writing...

Marketing Dept + AIG

I like the idea of investment banking but I’m not up for 70 hour weeks

Asset Management + Schroders

I’m interested in consultancy but I also like the idea of the public sector

Consultancy + Newton
Join these societies

ROYAL HOLLOWAY
INVESTMENT & FINANCE SOCIETY

BLUEPRINT
INVESTMENT AND TRADING

Created by Avet X
CAREERS FAIR WEDS 24th OCT 11am-3pm

Download the App and find out who you will meet:

• Army
• BAE Systems
• Capco Consultancy
• Capgemini
• Change 100
• Charityworks
• City University - Journalism Postgraduate courses
• City Year UK
• Dell
• Enterprise Rent-A-Car
• Environment Agency
• Explore Learning
• EY
• FDM
• Frontline
• GraduateJobs.com
• Guidepoint Global UK
• Harnham Data and Analytics Recruitment
• Heathrow
• ICAEW (Institute of Chartered Accountants in England and Wales
• Kingdom Creative
• KPMG
• M and G Prudential
• Marks and Spencer
• ORS (Operational Research Society)
• Rate My Placement
• Royal Holloway Postgraduate Study
• Sanctuary Graduates
• Sparta Global
• Teach First
• Thames Water
• Uni Credit Corporate & Investment Banking
• Unlocked Graduates
• University of Law
• Waterstons Business & IT Consultancy
• Wellcome Trust
• Wilkins Kennedy
Real work, practical experience.

Passport Challenges are activities which you can do online in your own time to earn Passport Points and increase your employability at the same time.

Run by the Royal Holloway Careers & Employability Service and employers each challenge reflects real workplace skills.

There are new challenges every month so keep your eye out for the latest challenges – whether you’re an aspiring banker or writer there’s something for you!

Complete a Passport Challenge to get:
- Passport Points to help you earn the Passport Award
- Work experience to put on your CV
- A chance to win an insight day with the employer partner
- A chance to win a £50 Amazon voucher**

Choose your October challenge now!

ROYAL HOLLOWAY EXCEL CHALLENGE

INSURE THE BOX DATA CHALLENGE

BLOOMBERG MARKET CONCEPTS CHALLENGE
Online Course

Risk Management in the Global Economy
What is risk? This free course examines the financial markets and the role that risk management tools play in the global economy.

Finance Fundamentals: Financial Services after the Banking Crisis
Explore the UK financial services landscape, how financial firms and products are regulated, and how consumers are protected.
Find under “My courses”
If you’re applying this year...

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<tr>
<th>Firm</th>
<th>Program</th>
<th>Deadline</th>
</tr>
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<tbody>
<tr>
<td>Citigroup</td>
<td>All divisions</td>
<td>TBC</td>
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<tr>
<td>Morgan Stanley</td>
<td>All divisions</td>
<td>Closed</td>
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<tr>
<td>Macquarie</td>
<td>Investment banking and asset management</td>
<td>Friday, October 13, 2017</td>
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<tr>
<td>Bank of America Merrill Lynch</td>
<td>Investment banking</td>
<td>Thursday, October 26, 2017</td>
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<tr>
<td>Evercore</td>
<td>Investment banking</td>
<td>Friday, October 27, 2017</td>
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<tr>
<td>Goldman Sachs</td>
<td>All divisions</td>
<td>Sunday, October 29, 2017</td>
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<td>Barclays</td>
<td>All divisions</td>
<td>Tuesday, October 31, 2017</td>
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<td>Lazard</td>
<td>Financial advisory and asset management</td>
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<tr>
<td>UBS</td>
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<td>Sunday, November 05, 2017</td>
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<td>Deutsche Bank</td>
<td>Most divisions</td>
<td>Monday, November 13, 2017</td>
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<tr>
<td>Nomura</td>
<td>All divisions</td>
<td>Monday, November 13, 2017</td>
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<td>Bank of America Merrill Lynch</td>
<td>Technology</td>
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<td>Credit Suisse</td>
<td>All divisions</td>
<td>Sunday, November 19, 2017</td>
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<tr>
<td>Goldman Sachs</td>
<td>Warsaw office</td>
<td>Sunday, November 19, 2017</td>
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Top tips to get hired in finance/consultancy

- Go regional
- Be ready for the tests
- Do your research / get some experience
- Understand the competencies / qualities they are looking for
- Talk commercially
- Show drive / achievement / leadership – start writing things down
- Show intellectual curiosity
- Excel
- Know the deadlines
We’ve moved...

• Careers and Employability Service is now located on the Ground Floor of the Emily Wilding Davison Building, towards the rear of the building.

• We offer: Quick Query Appointments, CV/Application Checks, Practice Interviews, Employer Workshops, Employer in Residence, Jobs Fairs

• Find us on Facebook

• Term time- **Monday to Friday: 10-6pm** (phones open at 9:30am)