



## KPMG Global Services

KPMG Global Services (KGS) was set up in India in 2008. It is a strategic global delivery organization, which works with more than 50 KPMG member firms to provide a progressive, scalable and customized approach to business requirements

The KGS journey has been one of consistent growth, with a current employee count of nearly 10,000 operating from four locations in India — Bengaluru, Gurugram, Kochi and Pune, providing a range of Advisory and Tax-related services to member firms within the KPMG network.

As part of KPMG in India, we were ranked among the top companies to work for in the country for four years in a row by LinkedIn, and recognized as one of the top three employers in the region for women, as well as for policies on Inclusion & Diversity by ASSOCHAM (The Associated Chambers of Commerce & Industry of India).

Furthermore, as KPMG in India, we were recognized as one of the 'Best Companies for Millennials' at The Millennial Max Conference 2019 presented by The LNODE Roundtable as well as 'the Great Indian Workplace' at the Culture Summit and Great Indian Workplace Awards 2019.

## Team Overview

The position in discussion is with Strategy, within the Deal Advisory group at KPMG Global Services (KGS), which is KPMG's global delivery center and an integral part of the firm's strategy to enhance innovation, build scalability, and improve profitability globally.

KGS' Deal Advisory & Strategy group is a team of over 1000+ professionals based in Gurgaon and Bangalore.

KGS DA&S has been providing solutions to KPMG member firms globally. By leveraging insights and applying best practices, the team helps create customized approaches to M&A transactions. The team's capabilities include Corporate Finance, Transaction Services, Strategy, Business Modeling, Accounting Advisory Services, Deal Advisory Research and Benchmarking

Strategy team helps our clients across geographies in developing, designing and implementing their strategy and ultimately creating value for them. Our proprietary frameworks and approaches allow us to customize solutions by identifying the most critical challenges and valuable opportunities. We work with client teams to create unique advantages for them across financial, business and operating models needs, and help them solve business problems. Our offerings include Business Transformation advisory and M&A advisory, which includes Performance Improvement, Portfolio Optimization/Expansion, Market Entry, Pricing, M&A strategy, Operational Due Diligence (DD), ITDD, Commercial DD, Standalone assessment, Day 1/100 planning, Target Operating Model, among others

## Roles and Responsibilities

<b>Designation</b>	Associate Consultant
<b>Reporting to</b>	Manager (Sector/ Proposition Lead)
<b>Role type</b>	Individual Contributor
<b>Employment type</b>	Full-time

We are recruiting for Associate Consultant in the Deal Advisory & Strategy, Strategy team. Working as an Associate Consultant in the team, your responsibilities will include:

- Solve strategic and complex business problems for Fortune 500 companies and private equity across multiple areas such as new market entry, cost optimization, value creation, mergers & acquisitions, among others
- Creating hypothesis and driving the design of commercial, operational and financial analysis to share actionable insights with the client
- Deriving transactional and big picture data-driven insights on KPMG analytical tools and proprietary databases
- Working with senior stakeholders across project lifecycle - proposal, execution, and client delivery
- Actively building and managing the relationship and interface with international KPMG Strategy and other deal advisory professionals
- For medium to large engagements, being actively involved in structuring the output and its delivery
- Being responsible for design and quality of deliverables
- Over a period become a subject matter expert in sectors such as Consumer & Retail: Industrial Manufacturing: Technology, Media, and Telecom: Healthcare and Life Sciences: Financial Services; or Energy & Natural Resources
- Contributing to thought leadership and knowledge management to support practice development

## Clients

- **External** – Large Global Corporations, Investment Managers (Private Equity, Hedge Funds, SPACs), Small and Medium Enterprise
- **Internal** – Partners, Managing Directors, Directors

## Requirements

### Technical Skills

MBA / Masters in a related field from a top-tier college/university

- Experience gained in either corporate roles, strategy consulting, or similar analytical/ deal experience in the relevant sector/ propositions will be an added advantage
- Strong problem-solving skills and strategic mindset; ability to drive through to an outcome in circumstances of complexity and ambiguity
- Strong understanding of financial concepts (such as P&L, Cashflows, Balance Sheet, and Valuations)
- Goal driven – should be focused on helping clients meet their requirements – by developing answers and solutions when client requirement remains unclear / changes, and by providing relevant insights and key questions to fit the client objective
- Driven and ability to work independently
- Strong numerical, analytical and strategic thinking skills - able to demonstrate how one supports the other - and sound commercial acumen

## Behavioral / team skills

- Ability to work in fact paced environment, with personal drive and positive work ethic to deliver results within tight deadlines and in demanding situations
- Flexibility to adapt to a variety of engagement types, working hours and work environments and locations
- Team player; self-driven and ability to work independently
- Ability to collaborate across teams and functions in our people-driven ecosystem

## Other Information

<b>Number of interview rounds</b>	3
<b>Mode of interview</b>	Telephonic/F2F/Virtual
<b>Job location</b>	Mumbai/ Gurgaon
<b>Clean room policy (specific to business)</b>	No
<b>Send Resume to Mr. Varun</b>	<a href="mailto:varundabral@kpmg.com">varundabral@kpmg.com</a>

## Culture

- Corporate Social Responsibility programs C
- Maternity and paternity leave M
- Opportunities to network and connect O
- Discounts on products and services D

Note: Benefits/Perks listed above may vary depending on the nature of your employment with KPMG and the country where you work.

KPMG is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances.

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The term “KGS” refers to the KGS Platform of Indian delivery entities, which consist of KPMG Global Services Private Limited (“KGSPL”), KPMG Global Services Management Private Limited (“KGSMP”), KPMG Global Delivery Center Private Limited (“GDCPL”) and KPMG Resource Centre Private Limited (“KRCPL”), unless the specific private limited entity is specifically noted.

Use in these materials of the term “Our”, or “Us” means KGSPL, KGSMP, GDCPL and/or KRCPL as the case may be and all four such legal entities are referred to collectively as “KGS”.

Note that Audit services for the clients of the US and Canadian firms are delivered from the GDCPL and for UK (and other firms except US and Canada) Audit services are delivered from KRCPL.