

Graduate School of Management St. Petersburg University





## CAREER GUIDE

"Master in Corporate Finance" program

CAREER CENTER GSOM SPbU





#### Career Guide

Navigator of the main positions in companies that graduates of the N program can apply for immediately after graduation

#### Approach

- 1. The employment statistics of graduates of the Master in Corporate Finance program 2019-2023 are analyzed (the data is updated and supplemented annually)
- 2. A list of the most frequently encountered positions has been created
- 3. Using recruitment sites:
  - a profile of positions in terms of competencies has been compiled;
  - an approximate list of the main tasks has been defined;
  - the salary fork for beginners and experienced specialists has been determined;
  - possible horizontal and vertical career transitions are formulated
  - in order of importance, an approximate list of Hard and Soft Skills for beginners and experienced professionals is defined (some skills are optional)

# HOW THIS PRESENTATION IS STRUCTURED?



- Each block of the presentation is a possible career track for an MCF graduate, highlighted by the employer's industry affiliation. There are 4 such blocks in total in the presentation
- For each block, possible specializations for functional areas of a financial manager's work are given
- At the end of each block, the most common starting position (with prospects for vertical development) relevant for most functional specializations in the block is described

- → Commercial banking
- → Investment banking
- $\rightarrow$  Real sector
- $\rightarrow$  Consulting and Audit



### Job title



Possible horizontal and vertical career transitions



XX-XXX thousand rubles salary fork in Russia at the initial position – positions with 5+ years of experience

### Job Description

- One of the tasks for a specialist in the described position
- One of the tasks for a specialist in the described position
- One of the tasks for a specialist in the described position
- One of the tasks for a specialist in the described position

GSOM SPbU graduate in the described position

#### Hard skills

"Hard" skills and specific knowledge necessary for a specialist in the described position

#### Soft skills

"Soft" skills necessary for a specialist (e.g., negotiation skills, efficient communication, teamwork organization, etc.)



#### **COMMERCIAL BANKING - functional specializations**

- $\rightarrow$  Corporate and Investment Block
- → Asset management
- $\rightarrow$  Transaction structuring
- $\rightarrow$  Treasury
- ightarrow Block on work with medium and small business
- $\rightarrow$  Infrastructure finance
- $\rightarrow$  Debt financing
- $\rightarrow$  Macroeconomics and analytics
- $\rightarrow$  <u>Risk Management</u>
- $\rightarrow$  Accounting and reporting
- $\rightarrow$  Tax support

Functional specializations for the "Commercial Banking" area are highlighted on the example of the typical structure of a top-3 Russian commercial bank



#### Sample Tasks

- Development and sale of credit, transactional and investment products
- Carrying out banking operations on the basis of internal company procedures
- Ensure attraction of new clients
- Develop existing customer base
- Analysis of markets and investment projects

GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

Высшая школа менеджмента Санкт-Петербургский

- → Corporate and Investment Block
- → Asset management
- → Transaction structuring
- → Treasury
- → Block on work with medium and small business
- → Infrastructure finance
- $\rightarrow$  Debt financing
- $\rightarrow$  Macroeconomics and analytics
- $\rightarrow$  Risk Management
- $\rightarrow$  Accounting and reporting
- $\rightarrow$  Tax support



#### Sample Tasks

- Financial modeling and analysis of investment attractiveness of projects and assets
- Optimization of existing financial models for projects and business units
- Monitoring budget execution, analyzing financial performance and identifying causes of variances
- Participation in automation and modernization of management accounting, optimization of internal business processes
- Trust management

#### GSOM SPbU graduate in the described position

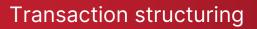
Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

Высшая школа менеджмента Санкт-Петербургский

- → Corporate and Investment Block
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- $\rightarrow$  Accounting and reporting
- $\rightarrow$  Tax support



#### Sample Tasks

- Development of transaction structure, considering financial, tax and legal consequences
- Preparation and organization of the Bank's consideration of the transaction proposal
- · Assessment of the client's financial position
- Drawing up contracts
- Organization of deal origination
- Monitoring during the effective period of contracts

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

Высшая школа менеджмента

- → Corporate and Investment Block
- → Asset management
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- $\rightarrow$  Risk Management
- $\rightarrow$  Accounting and reporting
- → Tax support



#### Sample Tasks

- Management of the Bank's current liquidity
- Bank cash flow management
- Building liquidity forecasts
- Improvement of liquidity management tools
- Improvement of pricing models / methodology
- Monitoring of payments

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

Высшая школа менеджмента Санкт-Петербургский

### COMMERCIAL BANKING

- → Corporate and Investment Block
- → Asset management
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- $\rightarrow$  Accounting and reporting
- → Tax support



#### Sample Tasks

- Search and attraction of small and medium business clients for banking products
- Support of existing clients
- Analysis of competitive environment
- · Assessment of the financial state of the client

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### **COMMERCIAL BANKING**

Высшая школа менеджмента

- → Corporate and Investment Block
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- $\rightarrow$  Tax support



#### Sample Tasks

- · Development of financial models of investment projects
- Comprehensive analysis of projects, including technical, economic and engineering aspects, market reports of consultants, etc.
- Development of a deal structure
- Preparation and negotiation of contractual documentation

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

Высшая школа менеджмента Санкт-Петербургский

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- $\rightarrow$  Tax support



#### Debt financing

#### Sample Tasks

- Marketing research to attract potential borrowers
- Interaction with the Bank's borrowers on lending issues and credit services
- Monitoring the timeliness of interest (including accrual) and principal payments by borrowers
- Preparation and maintenance of credit files of the Bank's borrowers

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

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#### Sample Tasks

- Analysis of trends and assessment of prospects for financial market development
- Interpretation and presentation of analytical conclusions on the results
- Developing hypotheses to improve efficiency
- Supporting current models and business processes related to the creation of macroeconomic scenarios
- Interaction with other departments of the Bank to form a bankwide forecast and assist in making business decisions based on it

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### **COMMERCIAL BANKING**

Высшая школа менеджмента Санкт-Петербургский

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#### Risk Management

#### Sample Tasks

- Development and approval of the risk methodology, development of the existing risk management system
- Identification of risks and assessment of their significance
- Risk assessment to predict the possibility of income or damage
- Risk control
- Development of effective measures to maintain an optimal balance between risks and profitability of operations

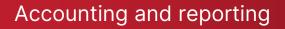
#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

- $\rightarrow$  Corporate and Investment Block
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- $\rightarrow$  Accounting and reporting
- $\rightarrow$  Tax support



#### Sample Tasks

- Drawing up management reports
- Participation in projects for automation of reporting
- Checking compliance with the requirements of legislation and standards of self-regulating organizations
- Verification of accuracy, completeness, objectivity and timeliness of accounting and management reporting

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

Высшая школа менеджмента

- → Corporate and Investment Block
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#### Tax support

#### Sample Tasks

- Support of the process of preparing tax returns with the involvement of law firms
- Preliminary assessment of tax risks
- Assistance in interaction with representatives of tax authorities
- Explanation of the procedure of obtaining certificates and certificates, procedures of refunds and credits of overpaid taxes

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### COMMERCIAL BANKING

- → Corporate and Investment Block
- → Asset management
- $\rightarrow$  Transaction structuring
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### DESCRIPTION OF THE STARTING POSITION FOR THE COMMERCIAL BANKING INDUSTRY AREA



#### Junior Financial Analyst



→Senior Analyst
 →Associate
 →Manager
 →Senior Manager
 →Managing Director
 →Executive Director

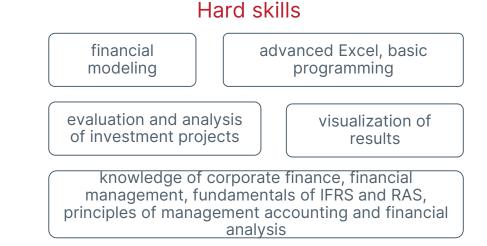
 $\rightarrow$  Vice President



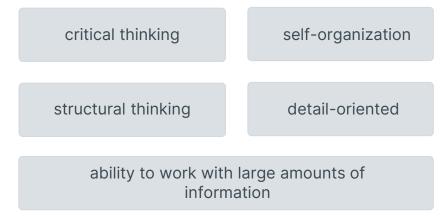
60-200 thousand rubles salary fork in Russia at the initial position – positions with 5+ years of experience

#### Job Description

- Preparation of economic calculations necessary for making management decisions
- Calculation of indicators that characterize the financial performance of the company
- Formation and development of reporting documents, analytical notes and presentations
- Participation in elaboration of the company's budget
- Preparation of investment recommendations for the company



#### Soft skills



#### back to the list of industry areas $\rightarrow$





#### **INVESTMENT BANKING - functional specializations**

- → Industry support (TMT, MM, Oil&Gas, Banking)
- $\rightarrow$  Equity support (M&A, IPO, SPO)
- $\rightarrow$  Debt financing (Capital Markets)
- $\rightarrow$  Special situations

Functional specializations for "Investment banking" are highlighted on the example of the structure of the top 3 international investment banks





#### Industry support

#### Sample Tasks

- Collection and analysis of financial information
- Industry expertise
- Conducting a legal review of the transaction
- Search for deal financing
- Communicating with clients, providing information and advice

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### INVESTMENT BANKING

- → Industry support
- → Equity support
- → Debt financing (Capital Markets)
- → Special situations





#### Equity support

#### Sample Tasks

- Selection of the strategy and subsequent structure of the transaction
- Valuation and financial analysis of the target
- Seeking financing for the deal
- Communicating with clients, providing information and advice

### INVESTMENT BANKING

- → Industry support
- → Equity support
- → Debt financing (Capital Markets)
- $\rightarrow$  Special situations

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX



#### Debt financing (Capital Markets)

#### Sample Tasks

- Interacting with investors and financial advisors as an expert on capital markets and market-linked investment solutions
- Providing asset management support and guidance to clients
- Confirming transactions and performing settlements
- Collecting bank commitments, administrative data forms, and providing closing notices to participants

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### INVESTMENT BANKING

- → Industry support
- → Equity support
- → Debt financing (Capital Markets)
- → Special situations



#### Special situations

#### Sample Tasks

- Structuring and implementation of financing transactions
- Preparation of presentations and materials for the bank's credit committee
- Participation in preparation of loan documents, such as term sheets, draft decisions of loan approvals, loan documentation
- Analysis and preparation of financial models, company valuations
- Preparation of presentations, investment memorandums and other project materials

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### INVESTMENT BANKING

- → Industry support
- → Equity support
- → Debt financing (Capital Markets)
- → Special situations

### DESCRIPTION OF THE STARTING POSITION FOR THE INVESTMENT BANKING INDUSTRY AREA



#### Junior Investment Analyst



→Associate
 →Manager
 →Senior Manager
 →Managing Director
 →Executive Director
 →Vice President



100-300+ thousand rubles salary fork in Russia at the initial position – positions with 5+ years of experience

#### Job Description

- Analysis of companies, financial and non-financial information about them to make decisions on investing in these projects
- Formulation of financial models
- Valuation of the company
- Assessment of synergy effects of the transaction
- Support of investment transactions, protection of investment projects, participation in raising investment capital

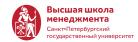


#### Soft skills



back to the list of industry areas  $\rightarrow$ 





#### **REAL SECTOR - functional specializations**

- $\rightarrow$  Budgeting and planning
- $\rightarrow$  <u>Accounting</u>
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- $\rightarrow$  Investments
- $\rightarrow$  Special Situations
- → <u>Strategy</u>
- $\rightarrow$  Internal Audit and Risks

go to the description of the starting position in the industry - "Junior Financial Analyst"  $\rightarrow$ 

go to the description of the starting position in the industry - "Junior Investment Analyst"  $\rightarrow$ 

Functional specializations for "Investment banking" are highlighted on the example of the structure of the top 3 international investment banks



#### Sample Tasks

- Participation in the formation of management accounts of the company
- Carrying out plan-fact analysis of execution of the company's budget
- Analysis of financial and economic activities of the company
- Making calculations for reasonable changes in the project budget
- Preparation of analytical reports and presentations

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### **REAL SECTOR**

Высшая школа менеджмента

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- → Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### Accounting

#### Sample Tasks

- Maintaining accounting records of property, liabilities and business operations
- Receiving and control of the primary documents
- Participation in accounting automation
- Formation of proposals for the development of accounting, in accordance with changes in the regulatory framework

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- $\rightarrow$  Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### RAS, IFRS statements

#### Sample Tasks

- Control over the completeness, accuracy and reliability of accounting (financial) statements and consolidated financial statements
- Development and updating of the unified accounting policy
- Control over primary documents
- Formation of consolidated statements

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- $\rightarrow$  Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### **Financial Controlling**

#### Sample Tasks

- Forming a consolidated liquidity forecast
- Carrying out regular, comprehensive analysis of operational and financial results
- Setting goals for automation of management accounting
- Forming analytical reports for the Management Board, Board of Directors

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- → Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### Investments

#### Sample Tasks

- Evaluation and analysis of investment projects
- Investment budget management within the functional area of responsibility
- Control over the completeness of project development and procedures aimed at optimizing/automating investment management processes
- Participation in the development of local corporate investment management procedures

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- → Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### **Special Situations**

#### Sample Tasks

- Analysis of projects in terms of their investment attractiveness
- Building financial models
- Distressed Asset Management
- Debt management
- Preparation of presentations, investment memorandums and other project materials

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- $\rightarrow$  Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### Strategy

#### Sample Tasks

- Search for new innovative directions, ideas and projects, including monitoring of the external environment by business segments
- Elaboration of innovative ideas and projects: technical, technological, financial aspects, forming of business cases/investment projects at the initial stage.
- Development of proposals to improve business processes based on international experience and best practices, forming the target vision of the strategy

GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
- → Special Situations
- → Strategy
- $\rightarrow$  Internal Audit and Risks



#### Internal Audit and Risks

#### Sample Tasks

- Control over reliability and efficiency of the risk management
  and internal control system
- Ensuring independence and objectivity of the internal audit function
- Participation in inspections of enterprises in different areas of activity
- Evaluating the effectiveness of the internal audit function

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Budgeting and planning
- → Accounting
- $\rightarrow$  RAS, IFRS statements
- → Financial Controlling
- → Investments
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### DESCRIPTION OF THE STARTING POSITION FOR THE REAL SECTOR INDUSTRY AREA



#### Junior Financial Analyst



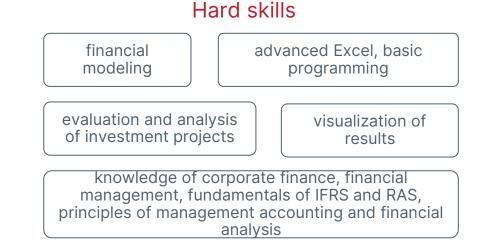
- →Senior Analyst
  →Associate
  →Manager
  →Senior Manager
  →Managing Director
- →Executive Director
- →Vice President

salary fork in Russia at the initial position – positions with 5+ years of experience

60-200 thousand rubles

#### Job Description

- Preparation of economic calculations necessary for making management decisions
- Calculation of indicators that characterize the financial performance of the company
- Formation and development of reporting documents, analytical notes and presentations
- Participation in elaboration of the company's budget
- Preparation of investment recommendations for the company



#### Soft skills



#### back to the list of industry areas $\rightarrow$

### DESCRIPTION OF THE STARTING POSITION FOR THE REAL SECTOR INDUSTRY AREA



#### Junior Investment Analyst



→Associate
 →Manager
 →Senior Manager
 →Managing Director
 →Executive Director
 →Vice President

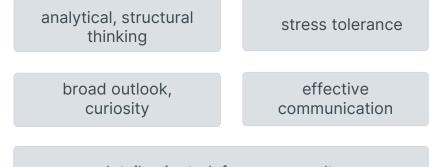
100-300+ thousand rubles salary fork in Russia at the initial position – positions with 5+ years of experience

#### Job Description

- Analysis of companies, financial and non-financial information about them to make decisions on investing in these projects
- Compilation and analysis of business plans
- Preparation of financial reports and financial models
- Assessing the value, prospects and risks of investments
- Support of investment transactions, defense of investment projects, participation in raising investment capital



#### Soft skills



detail-oriented, focus on results

#### back to the list of industry areas $\rightarrow$



### **CONSULTING AND AUDIT - functional specializations**

- $\rightarrow$  <u>Company valuation</u>
- $\rightarrow$  <u>Due Diligence</u>
- $\rightarrow$  <u>Consulting on transactions (corporate finance)</u>
- $\rightarrow$  <u>Consulting on project finance transactions</u>
- → Audit of Financial Statements
- $\rightarrow$  <u>Consulting on taxation</u>
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy

go to the description of the starting position in the industry - "Consultant"  $\rightarrow$ 

go to the description of the starting position in the industry - "Auditor"  $\rightarrow$ 

Functional specializations for the Consulting and Audit area are highlighted by the example of the structure of "Tekhnologii Doveriya" (ex. PwC Russia)



#### Sample Tasks

- Comprehensive analysis of financial and economic activities of companies
- · Construction of flexible financial models
- Calculation of value multipliers
- · Industry and macroeconomic analysis
- Writing reports and presentations for top management of client companies

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### CONSULTING AND AUDIT

Высшая школа менеджмента

- → Company valuation
- → Due Diligence
- → Consulting on transactions (corporate finance)
- $\rightarrow$  Consulting on project finance transactions
- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy



#### Due Diligence

#### Sample Tasks

- Conducting independent financial and operational due diligence on potential acquisition/sale targets before and after the transaction
- Attending client meetings and interacting with clients to gather information
- Gathering and analyzing financial and operational information on the target
- Participating in the preparation of reports and recommendations as part of the transaction

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- → Company valuation
- $\rightarrow$  Due Diligence
- → Consulting on transactions (corporate finance)
- $\rightarrow$  Consulting on project finance transactions
- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
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- $\rightarrow$  Consulting on strategy



#### Consulting on transactions (corporate finance)

#### Sample Tasks

- Analysis of the market, competition, pricing in which the company operates
- Analysis of forecasts or business plans
- Tax and legal structuring of the transaction
- Preparation of valuation reports, business plans, investment reports, preparation of financial models
- Negotiating the results of the deal and making presentations to customers

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- → Company valuation
- → Due Diligence
- → Consulting on transactions (corporate finance)
- $\rightarrow$  Consulting on project finance transactions
- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy



#### Consulting on project finance transactions

#### Sample Tasks

- Development and verification of financial and economic models
- Drafting business plans and feasibility studies for investment projects
- Participating in negotiations with key players in project financing and PPP deals
- Structuring investment projects
- Development of presentation materials (reports, information memorandums) for submission to the top management of companies and potential investors

GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- → Company valuation
- → Due Diligence
- → Consulting on transactions (corporate finance)
- $\rightarrow$  Consulting on project finance transactions
- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy

#### Audit of Financial Statements

#### Sample Tasks

- Advice on the transition to IFRS
- Advice on complicated IFRS and RAS accounting issues
- Reviewing RAS and IFRS financial statements for mathematical accuracy
- Formation of IFRS financial statements transformation
- Evaluating the efficiency of internal control systems in financial and economic activities of companies

#### GSOM SPbU graduate in the described position

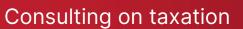
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Name Surname, MCF 20XX

### CONSULTING AND AUDIT

Высшая школа менеджмента

- $\rightarrow$  Company valuation
- → Due Diligence
- → Consulting on transactions (corporate finance)
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- → Audit of Financial Statements
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- $\rightarrow$  Consulting on strategy



#### Sample Tasks

- Analysis and planning of tax consequences of transactions
- Tax structuring of transactions
- Development and structuring of personal and corporate pension plans
- Financial modeling of tax flows

GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### CONSULTING AND AUDIT

Высшая школа менеджмента

- → Company valuation
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- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy



#### **Consulting on Operational Excellence**

#### Sample Tasks

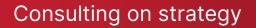
- Advising on cost reduction, lean manufacturing, procurement function optimization, supply chain optimization, continuous improvement system, effective marketing and sales
- Organization of work to improve labor productivity and staff skills
- Operating model design
- Implementing comprehensive programs to improve operational efficiency

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

- $\rightarrow$  Company valuation
- → Due Diligence
- → Consulting on transactions (corporate finance)
- $\rightarrow$  Consulting on project finance transactions
- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy



#### Sample Tasks

- Development of corporate/business strategy
- Analysis and identification of market opportunities for business development
- Analysis of key performance indicators and ways to improve business competitiveness
- Design of business model and core competencies
- Asset portfolio management and development of investment strategy

#### GSOM SPbU graduate in the described position

Name Surname, MCF 20XX

Name Surname, MCF 20XX

### CONSULTING AND AUDIT

Высшая школа менеджмента

- → Company valuation
- → Due Diligence
- → Consulting on transactions (corporate finance)
- $\rightarrow$  Consulting on project finance transactions
- → Audit of Financial Statements
- $\rightarrow$  Consulting on taxation
- → Consulting on Operational Excellence
- $\rightarrow$  Consulting on strategy

### DESCRIPTION OF THE STARTING POSITION FOR THE CONSULTING AND AUDIT INDUSTRY AREA





#### Job Description

- Project data collection and analysis
- · Identifying the client's business problem
- Participating in the development of functional or business strategies
- Participation in the development and implementation of solutions to improve operational efficiency
- · Presentation of the solution to the client



numerical problem solving, financial modeling, Excel, VBA, SQL

#### Soft skills



#### back to the list of industry areas $\rightarrow$

### DESCRIPTION OF THE STARTING POSITION FOR THE CONSULTING AND AUDIT INDUSTRY AREA





#### Job Description

- Auditing of accounting/tax accounting and reporting
- Checking legality of financial transactions
- Preparation of audit reports
- Development of recommendations to improve financial reporting
- Assistance in developing, implementing and maintaining internal audit procedures and risk assessment processes



ob Desc

### Hard skills

advanced Excel

in-depth understanding of business processes

knowledge of IFRS and RAS, principles of accounting, tax accounting and financial analysis

knowledge of corporate finance