



**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

→ Real sector

→ 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

- [Corporate and Investment Block](#)
- [Asset management](#)
- [Transaction structuring](#)
- [Treasury](#)
- [Block on work with medium and small business](#)
- [Infrastructure finance](#)
- [Debt financing](#)
- [Macroeconomics and analytics](#)
- [Risk Management](#)
- [Accounting and reporting](#)
- [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

[go to the description of the starting position in the industry - "Junior Financial Analyst" →](#)

[back to the list of industry areas →](#)

Corporate and Investment Block

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

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

[back to the list of industry areas →](#)

Asset management

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

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

[back to the list of industry areas →](#)

Transaction structuring

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

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

[back to the list of industry areas →](#)

Treasury

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

COMMERCIAL BANKING

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

[back to the list of industry areas →](#)

Block on work with medium and small business

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

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

[back to the list of industry areas →](#)

Infrastructure finance

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

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

[back to the list of industry areas →](#)

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

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

[back to the list of industry areas →](#)

Macroeconomics and analytics

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 bank-wide 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

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

[back to the list of industry areas →](#)

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

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

[back to the list of industry areas →](#)

Accounting and reporting

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

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

[back to the list of industry areas →](#)

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
- Transaction structuring
- Treasury
- Block on work with medium and small business
- Infrastructure finance
- Debt financing
- Macroeconomics and analytics
- Risk Management
- Accounting and reporting
- Tax support

[back to the list of industry areas →](#)

DESCRIPTION OF THE STARTING POSITION FOR THE COMMERCIAL BANKING INDUSTRY AREA

Junior Financial Analyst



- Senior Analyst
- Associate
- Manager
- Senior Manager
- Managing Director
- Executive Director
- 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

Hard skills

financial modeling

advanced Excel, basic programming

evaluation and analysis of investment projects

visualization of results

knowledge of corporate finance, financial management, fundamentals of IFRS and RAS, principles of management accounting and financial analysis

Soft skills

critical thinking

self-organization

structural thinking

detail-oriented

ability to work with large amounts of information

INVESTMENT BANKING - functional specializations

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

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

[go to the description of the starting position in the industry - "Junior Investment Analyst" →](#)

[back to the list of industry areas →](#)

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

[back to the list of industry areas →](#)

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

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

[back to the list of industry areas →](#)

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

[back to the list of industry areas →](#)

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

[back to the list of industry areas →](#)

DESCRIPTION OF THE STARTING POSITION FOR THE INVESTMENT BANKING INDUSTRY AREA

Junior Investment Analyst



- Senior 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

Hard skills

financial modeling

knowledge of corporate finance

investment evaluation of companies and risks

advanced Excel

Knowledge of financial reporting standards (RAS, IFRS), ability to analyze all forms of financial reporting

Soft skills

analytical, structural thinking

stress tolerance

broad outlook, curiosity

effective communication

detail-oriented, focus on results

REAL SECTOR - functional specializations

- [Budgeting and planning](#)
- [Accounting](#)
- [RAS, IFRS statements](#)
- [Financial Controlling](#)
- [Investments](#)
- [Special Situations](#)
- [Strategy](#)
- [Internal Audit and Risks](#)

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

[go to the description of the starting position in the industry - "Junior Financial Analyst" →](#)

[go to the description of the starting position in the industry - "Junior Investment Analyst" →](#)

[back to the list of industry areas →](#)

Budgeting and planning

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

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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

REAL SECTOR

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

[back to the list of industry areas →](#)

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



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

Hard skills

financial modeling

advanced Excel, basic programming

evaluation and analysis of investment projects

visualization of results

knowledge of corporate finance, financial management, fundamentals of IFRS and RAS, principles of management accounting and financial analysis

Soft skills

critical thinking

self-organization

structural thinking

detail-oriented

ability to work with large amounts of information

[back to the list of industry areas →](#)

DESCRIPTION OF THE STARTING POSITION FOR THE REAL SECTOR INDUSTRY AREA

Junior Investment Analyst



- Senior 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

Hard skills

financial modeling

knowledge of corporate finance

investment evaluation of companies and risks

advanced Excel

Knowledge of financial reporting standards (RAS, IFRS), ability to analyze all forms of financial reporting

Soft skills

analytical, structural thinking

stress tolerance

broad outlook, curiosity

effective communication

detail-oriented, focus on results

CONSULTING AND AUDIT - functional specializations

- [Company valuation](#)
- [Due Diligence](#)
- [Consulting on transactions \(corporate finance\)](#)
- [Consulting on project finance transactions](#)
- [Audit of Financial Statements](#)
- [Consulting on taxation](#)
- [Consulting on Operational Excellence](#)
- [Consulting on strategy](#)

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

[go to the description of the starting position in the industry - "Consultant" →](#)

[go to the description of the starting position in the industry - "Auditor" →](#)

[back to the list of industry areas →](#)

Company valuation

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

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

[back to the list of industry areas →](#)

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

CONSULTING AND AUDIT

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

[back to the list of industry areas →](#)

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

CONSULTING AND AUDIT

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

[back to the list of industry areas →](#)

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

CONSULTING AND AUDIT

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

[back to the list of industry areas →](#)

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

Name Surname, MCF 20XX

Name Surname, MCF 20XX

CONSULTING AND AUDIT

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

[back to the list of industry areas →](#)

Consulting on taxation

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

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

[back to the list of industry areas →](#)

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

CONSULTING AND AUDIT

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

[back to the list of industry areas →](#)

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

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

[back to the list of industry areas →](#)

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

Consultant



- Senior Consultant
- Associate
- Manager
- Project Manager
- Partner
- Senior Partner
- Managing Partner



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

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

Hard skills

project management

in-depth understanding of business processes

business presentations

financial analysis

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

Soft skills

focus on result

creative problem solving

structural thinking

presentation skills

the ability to build communication with the client and in the team

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

Auditor



- Senior auditor
- Manager
- Senior Manager
- Director
- Partner



50-250 thousand rubles salary fork in Russia at the initial position – positions with 5+ years of experience

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

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

Soft skills

focus on result

detail-oriented

competent effective
communication

critical, structural
thinking

[back to the list of industry areas →](#)