



Careers in the real world  
Where will you take it?



June 2013

# Introduction

# Introduction

## What we'll be covering...

### About Me

- Who am I
- How did I get here?

### About Deloitte

- Who are Deloitte and what do we do?
- Introducing Audit as a career

### Considering what to do after A-level studies?

- Graduate recruitment
- Joining straight from A levels
- A day in the life

About Me

# About Me

## Steph Collett

- I am 22 years old.
- I have worked for Deloitte since September 2012, in Cambridge EB
- I also completed a year placement as part of my degree in a different accounting firm Before working at Deloitte
- I attended The Hills Road sixth form in Cambridge .
- I studied accountancy at Brunel University in London
- I am studying for my ACCA qualification. So far I have completed 6/14 exams and hope to qualify in 2015.
- My interest include singing, music and socialising with friends
- I have been involved on a variety of clients, including:
  - > Medical
  - > Research and Development
  - > Travel
  - >Agriculture

# About Deloitte

# About Deloitte

## *What are accountancy firms and how do they work?*

- Deloitte provides business and financial related advice with the aim of helping organisations to become more efficient and ultimately make more money.
- A company will employ Deloitte as their advisors when their own teams don't have the necessary skills and/or experience.
- Deloitte is broken down into specific departments and, within these departments, people usually work in their own specialist field so that they become experts.
- The aim is that any client (organisation) can approach us with a problem and we can use our knowledge and expertise to provide them with a solution.
- Deloitte is one of the biggest players in the professional services arena, serving a vast client list that includes some of the most famous industry names in the world

# About Deloitte

## Key facts

- Deloitte is an LLP - 640 partners led by the Executive Board
- Part of 'big 4' firms – Deloitte, PWC, KPMG, Ernst & Young
- 22 offices in the UK and 140 globally
- Over 12,000 staff in the UK
- One of the largest graduate recruiters in the UK (1,000 recruits per year)

# Career Opportunities

Deloitte offer a variety of professional qualifications to study within these service lines.

## Audit

- Statutory
- Business Process & Risk Consulting
- Information & Technology Risk-Controls Assurance, Data, Resilience Testing and Security & Privacy
- Risk & Regulation
- Entrepreneurial Business

## Tax

- Corporate Tax
- Indirect Tax
- Global Employer Services
- Private Client Services
- Tax Management Consulting
- Transfer Pricing
- Tax Depreciation

## Consulting

- Strategy Consulting
- Operations Consulting
- Human Capital
- Technology Integration
- Enterprise Applications
- Actuarial & Insurance Solutions
- Total Reward & Benefits

## Corporate Finance

- Corporate Finance Advisory
- Transaction Services
- Reorganisation Services
- Private Equity Transaction Services

# What is Audit

# What is an Audit?

An audit involves Testing the figures within a set of financial statements.

We must do this using sample sizes and agreeing everything to supporting documentation.

This usually means visiting the client's site for a period of time as all the documentation will be held at this location.

We must document our work and it will go through a comprehensive review before the audit report is signed.

Audit teams will vary in size from 3 – 10. You will generally progress through the grades each year and by the time you are qualified you would be expected to field manage the audit and take charge of the audit team working on site.

# Audit Department

Deloitte have training vacancies for A level students within [the Audit Department](#) in Cambridge 2013 onwards.

Our client base can be split into a number of groups and tend to be large in size, in many cases listed companies:

- Technology - including biology, medical, clean technologies, semi-conductors etc.
- Telecommunication
- Retail - including luxury toiletries, clothing brands etc
- Manufacturing - including tooling equipment, oil rig construction, medical equipment, underwater pipe surveying equipment , building insulation etc
- Automotive
- Sporting clubs
- Travel
- Software - online gaming (multi-players)
- Diamond mining
- Utilities – including water
- Universities

# Entrepreneurial Business

# Entrepreneurial Business Department

Deloitte have training vacancies for A level students within **Entrepreneurial Business (EB)** in Cambridge.

Our client base can be split into a number of groups and tend to be small to medium size entities:

- **Technology Clients:** Companies that we work with from start up, we nurture and support, these include Biology, Medical, and Clean technologies in addition to the mainstream innovators that spring from Cambridge University.
- **Professional Practices:** These include Solicitors, Chartered Surveyors and property consultants.
- **Music Industry :** Artists and their charities.
- **Agricultural Clients:** Small Farm Partnerships, Grain Farmers, Limited companies dealing in fresh produce, Veterinary Practices and Equine related business
- **Owner managed businesses:** Businesses that are run by the main owner. These include, Manufacturing & Production Companies and there are even a few celebrities!
- **Other entities:** Charities, Pensions, Colleges, and Members' organisations.

# Employment with Deloitte

## What do EB offer clients?

EB offer a wide range of services to our clients including:

- Audit services
- Accounts preparation
- Advisory services
- Management accounts
- Payroll services
- Tax services
- Internal controls review
- Business planning
- Restructuring and exit plans

What would I be doing?

# A day in the Life

- The first year in EB or audit as a new junior are mostly spent out on audits at the client sites.
- This is usually within a team of varied size (usually ranging from 2 to 10).
- The role of audit juniors is the bulk of the testing so this involves ticking the client data back to third party information and verifying their business transactions and processes.
- You will also have to write up the work you have done.
- You will always have a field manager to review and help you if there are difficult or complicated issues.

# Routes into Deloitte

# Options available

There are 3 main routes into starting a career at Deloitte and these are similar for other large accountancy firms:

- Graduate scheme
- School leaver scheme (Bright start)
- Scholars scheme

# Graduate Recruitment

# Graduate recruitment process

## A brief overview

Deloitte run a number of graduate schemes – this is the most common route of joining

- Application after university (majority of roles require 2:1 and above degrees, 300 UCAS points and grade B or above in maths and English GCSE).
- Option to defer your start date for up to a year. A £7,000 interest free loan is also available.
- Study towards ACA/ ACCA (certified and certified chartered accountancy qualifications)
- Summer vacation scheme – available in penultimate year of university.
- Starting salary of over £25k for 2012 (including benefits allowance).

Bright Start

# Joining straight from A level

- Students should be looking to achieve a good standard of A-level results, minimum entry requirement is 300 UCAS points
- All Study is paid for which includes taught courses and revision weeks, with paid leave for exams.
- Starting salary of £17,450 in Cambridge for 2012 (including benefits allowance).
- We start taking applications for 2014 places in July

## What qualifications might you be studying?

### England and Wales:

- Association of Chartered Accountants (ACA) Qualification
- The Association of Chartered Certified Accountants (ACCA) – offered in our Cambridge EB department only

### Scotland:

- Chartered Accountancy (CA) Scotland

### Ireland:

- Chartered Accountants (CA) Ireland

# Application Process of many large firms

1. Psychometric tests including:
  - Verbal reasoning
  - Numerical
2. E tray exercise
3. 1 hour competency based interview with Assistant Manager/Manager
4. 1 hour interview with partner

# What now?

## Top tips

- Apply early – places open in July for the 2014 intake
- Places are filled on a first come first served basis
- Scholar - you could have your offer from us before you submit your UCAS form
- Double check your application form (and keep a copy)
- Do your research – understand the firm you are applying to and the career path.
- Be clear about why you want to apply
- Be able to demonstrate your interest in the business world

Questions?

Contact [kstevenson@deloitte.co.uk](mailto:kstevenson@deloitte.co.uk) for  
info on Deloitte Insight Day 26<sup>th</sup> June  
and applications



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