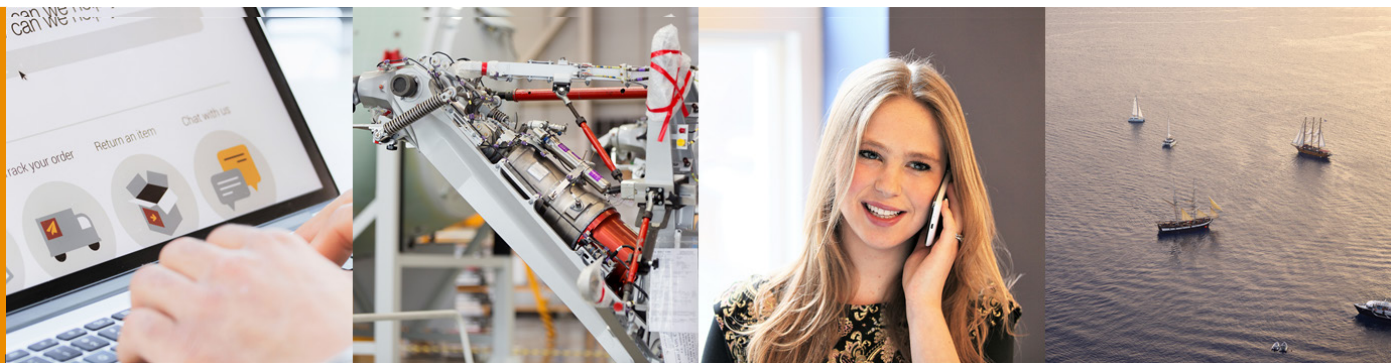


# PwC Advisory Trainee





# Trainee positions in our Deals and Consulting teams

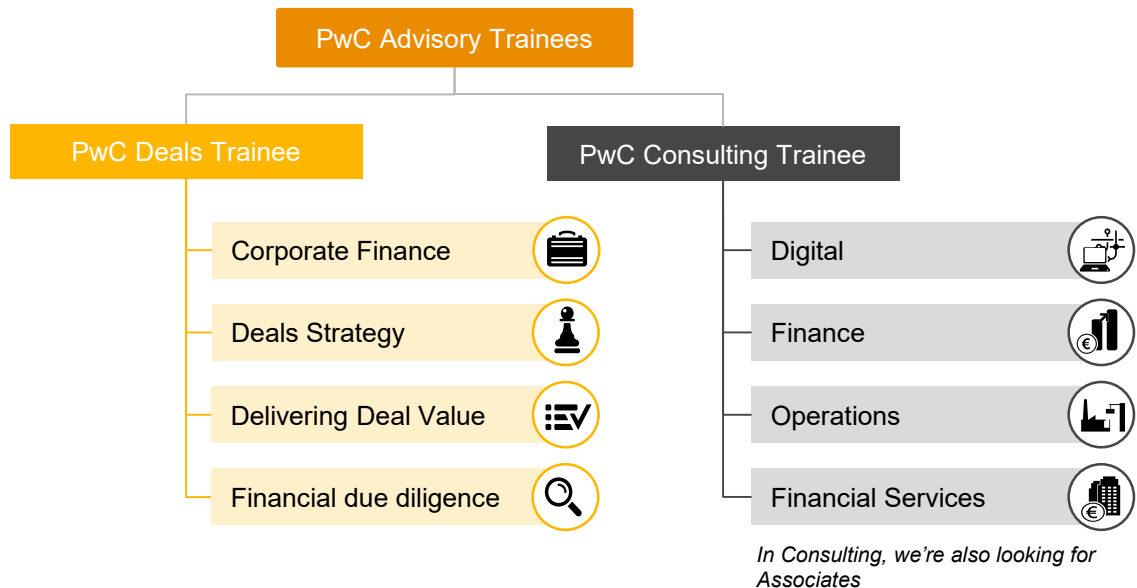
**Are you interested in building a career in the field of M&A or Management Consulting? Every year we provide several positions in our different Deals and Consulting teams for talented young professionals ready to launch their careers.**

We are now looking for trainees to both our Deals and Consulting<sup>(1)</sup> groups. Within these groups, we have several specialized teams providing different services and trainee positions are provided in all of them. You can find more information about the teams and the trainee positions available on the following pages.

With the same application you can apply to several teams, however, please indicate clearly the ones you're primarily interested in. By reading through the following pages, you will gain a better understanding of the positions available and the competencies the teams are looking for. All applications will be read by both Deals and Consulting recruitment teams, and your preferences will not exclude you from other (sub)teams' recruitment process unless you specifically wish so.

The application period is 26.8.–25.9.2019. Along with submitting your application, remember to complete the ability tests. The first step of the recruitment process is taking part in the Advisory Day held on 9.10.2019 from 13:00 onwards at our Ruoholahti office. During the day, you will get acquainted with our services, get to know our people and will have an actual case to work on. After the official part (18:00 onwards), you have the opportunity to join us for a relaxed evening program comprising a cocktail school and food. We will let all applicants know by 2.10. whether selected for Advisory Day.

# Being part of PwC Advisory



Working as a trainee in PwC's Deals or Consulting will offer you:

- A team with strong expertise, varying backgrounds and experiences to learn from
- Practical, hands-on work experience
- Opportunity to interact with clients and the global network
- Competitive compensation, benefits and opportunity to participate in various social events



# Deals trainee

**PwC's Deals practice focuses on mergers, acquisitions, divestitures and capital market transactions. Originating deals, creating deals, executing deals and realising results from deals is what we do everyday. In addition, we advise our clients through challenging times, such as financial distress. To find more about our four Deals focus teams, jump on to the following pages.**

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## **We are looking for enthusiastic and driven Deals trainees to join us for 2–6 months internships**

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We are looking for young professionals with drive to join us for internships primarily during Spring / Summer 2020. As a Deals trainee at PwC, you will join one of the Deals subteams and work with various assignments as a full member of the team from day one.

To prosper, you ideally:

- Have genuine interest towards business and delivery of high quality financial advisory
- Are an analytical thinker with an open mind and ability to learn quickly
- Are comfortable with working both independently and in teams
- Have strong interpersonal and communication skills, both verbal and written
- Are currently pursuing an academic degree within the field of Business, Economics or STEM (Science, Technology, Engineering and Mathematics), or other relevant area. Our trainees typically are within their 3rd-5th year of studies.
- Are fluent in English, fluency in Finnish and/or Swedish is considered as an advantage

Relevant earlier work experience, such as experience in M&A transaction advisory, private equity sector, management consultancy, business development, audit or working as a controller in a finance department is considered as an advantage but is not a prerequisite.

The duration and starting dates of traineeships will be agreed personally with each individual selected. Most trainee positions now available will take place in Spring / Summer 2020.

# Corporate Finance

**Measured by deal volume, PwC is the leading Corporate Finance advisor in Finland, across Nordics and Globally<sup>(1)</sup>. In Finland, we are based in Helsinki and our team comprises of ~25 dedicated professionals.**

Our four key service areas are M&A lead advisory, Debt & Fund advisory, Real Estate and Valuations. Corporate Finance team typically takes the overall project responsibility for the transaction. We prepare process documentation and valuation, advice on tactics, manage communication with counterparties, support in transaction negotiations and decision making and co-ordinate the process and other advisors' work. We often also assist in financial modelling, evaluation of synergies, providing comments on due diligence reports commissioned, transaction financing and selecting the optimal purchase price. Our clientele ranges from corporations to private equities and family owned businesses.

**As a Deals trainee in Corporate Finance, you will typically get to:**

- Prepare both project and pitch material
- Conduct target company information gathering and analysis
- Conduct target company competitive landscape and market analysis
- Conduct valuations and financial modelling
- Attend and present your work in both internal and client meetings

## Deals Strategy

**PwC's Deals Strategy helps clients evaluate strategies and develop business plans in both deal and non-deal related situations through rigorous analysis and primary research. We are the leading provider in Finland with most of the Nordic and Finnish private equity investors as well as medium and large corporations as our customers.**

Within the deals environment, we offer buy and sell side commercial due diligence for both private equity and industrial customers. In commercial due diligence (CDD) projects, we help our customers to understand the target company's attractiveness through rigorous analysis e.g. on market trends, competitive landscape, customer behaviour and financial performance, as well as future growth opportunities. In addition to CDD projects, we support companies in their strategy processes, conduct market studies and create business plans.

**As a Deals trainee in Deals Strategy, you will typically get to:**

- Work as a full-time team member in CDD and strategy projects
- Conduct market and competitive landscape analysis through gathering and analysing data as well as conducting interviews
- Support clients and target management in developing business plans and drafting future strategy
- Prepare sales material in-between projects



# Delivering Deal Value

**Delivering Deal Value (DDV) specialises in planning and implementing the strategic transformations related to M&A transactions. Our experienced team in Finland comprises 10 individuals with varying backgrounds.**

Our team helps clients identify the value creation potential of a transaction and to ensure that they realize the full value of the transaction. We work across various industries and our projects often involve several countries where we collaborate internationally. Our DDV practice specialises in providing strategic, financial and operational advice to companies in all stages of corporate transactions. Our services include synergy assessment, integration planning and implementation to facilitate deal synergy capture, contributing to the due diligence process associated with the acquisitions and divestitures, and planning and implementation of post-deal operational improvements.

**As a Deals trainee in DDV, you will typically get to:**

- Gain practical project experience by participating in client engagements as a junior team member
- Prepare pitches, discussion papers and other materials to help win new project work
- Support project and other work with ad hoc tasks such as analysis and modelling or material preparation

## Transaction Services (FDD)

**At PwC's Transaction Services we assist our clients in M&A activities, mostly by conducting financial due diligence analysis on the business to be acquired or divested. Our clientele ranges from listed corporations to private equity companies and family owned businesses. We are a team of ~40 dedicated professionals based primarily in Helsinki.**

Our key services are buy side and sell side financial due diligence. We analyse financial information to gain an understanding of the target business and to determine critical success factors. We focus on providing our clients information on key issues impacting the potential M&A transaction. Our analyses focus on net debt, net working capital and adjusted EBITDA, since these are the key analyses that determine the purchase price of the target company. The financial due diligence work typically also includes analysis of e.g. drivers behind sales and margin development, cash flows, forecasts and budgeting accuracy. In addition, our service offering includes for example IPO due diligence, working capital reviews, Vendor Assistance and Independent Business Reviews.

**As a Deals trainee in FDD, you will typically get to:**

- Participate in hands-on project work in teams of 2-5 FDD Deals professionals
- Conduct data analytics in Excel, Tableau and PowerPivot
- Prepare financial due diligence analyses and reports
- Prepare for and attend management interviews

# Consulting trainee / associate

**At PwC's Management Consulting our daily purpose is to create value to our customers by helping them to solve the most critical issues on their agenda. As a junior consultant you will have an opportunity to solve our clients' business problems: We improve the way they operate; accelerate their growth; reduce their costs; manage their risks; develop their business competences and change the way they do business. Our clients are mostly Finnish listed companies and PE companies acting in across different industries. We provide our customers business analysis from a strategic point of view, but also help them to implement the changes.**

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**We are now looking for enthusiastic and driven young professionals both as trainees and full-time associates to join our 'Foundation for the Future' team**

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We are looking for young professionals to join our 'Foundation for the Future' team starting from Spring or Autumn 2020 onwards. As a member of our talented junior team you will work as a full team member on client projects (typically 3-5 projects per year) related to any of our competence teams: Operations, Finance, Technology & Digital, and Financial Services. You can demonstrate interest in one or many of them - junior team allows you to try new things and rapidly develop your skills in business development while being at the beginning of your consulting career.

To succeed in Consulting, you ideally:

- Are going to graduate within ~6-12 months, or have already graduated (you have a possibility to work almost full time and continue permanently after the trainee period)
- Have or are pursuing with an academic degree (e.g. in the field of Business, Economics, STEM (Science, Technology, Engineering and Mathematics, or other relevant)
- Have competences in logical thinking, understanding of business, good communication skills in Finnish & English, passion to learn new things and bring the new ideas
- Have relevant earlier work experience, such as experience in consulting, other advisory, business operations or development (considered as an advantage but is not a prerequisite)

The starting dates will take place in Autumn 2019 / Spring 2020. Detailed date will be agreed personally with each individual selected.

# More about Consulting

**We at PwC's Consulting regard ourselves as collegial group of individuals sparring each other and valuing low hierarchy and good team spirit, yet aiming at high customer value through intensive client driven work with high quality. We are a team of ~80 dedicated professionals based in Helsinki, divided into four competence teams working closely together. As a 'Foundation for the Future' team (a junior team consisting of trainees and associates) member you will be participating in the work of all our four competence teams.**

**Project topics in each team can include e.g.:**

- Operations Consulting: Sourcing and procurement, operational excellence, commercial excellence, innovation management, Industry 4.0, change management
- Finance Consulting: Finance transformation, process design & implementation, technology evaluation & IT implementation support, performance management, post deal carve outs / integrations
- Digital Consulting: Digital & IT strategy & digitalization, technology, data & process analytics, customer experience / digital & service design, data & IT architecture, IT transformation, Enterprise applications, IT DD
- Financial Services Consulting: Operating model design & implementation, project portfolio management, regulations and its business interpretation and strategy impacts, product and client portfolio management, IT & price changes - for banks, insurance companies, and other financial institutions

**As a Consulting trainee, you will typically get to:**

- Work on different client projects
- Participate and contribute in client meetings
- Actively solve client problems and contribute by bringing own solutions and ideas
- Prepare client materials (final reports, workshop materials, status reports, etc.)
- Participate in sales projects (for example by preparing proposal materials)
- Conduct data, processes and business analysis
- Support in project or program management
- In addition, typically young consultants will get own responsibility on some specified business development topic inside Consulting