



SDSU Student Accounting Society

Meeting Minutes: PwC Pwc Programs & Timeline

February 4th, 2019

Presenters:

Jason	Assurance Associate
James Levinson	Tax Partner (SDSU Alumni)
Brandon	Tax Associate
Marcos	Assurance Associate (SDSU Alumni)
Becca	Assurance Associate (involved with recruiting)

Presentation:

- **Career Discovery Program**
 - What interests you at the firm?
 - Get an idea of what you'd be doing (tax, assurance, risk assurance)
- **Career Preview**
 - Experience different challenges
 - One day, "day in the life"
- **Start Internship Program**
 - Line of services, people (partners, senior associates, managers)
 - Offered to sophomores & juniors
 - Six week paid internship
 - You can make the switch from tax to assurance, vice versa... even just to try it out!
 - It's more for exposure than anything else
 - If you get it and do well, high likelihood for another internship in a following period
- **Elevate Leadership Program**
 - Spring leadership conference (2 day)
 - Apply for internship you want in 2020 as well! (Tax, Advisory, Risk/Core Assurance)
 - 2 interviews: one on campus, the second is virtual
 - Teamwork activities, networking opportunities, and fun!
- **Recruiter Tips**
 - ***Writing the perfect resume***
 - Being reviewed in mass quantities, so it shouldn't be longer than ONE PAGE.

- Sentences should be one line; start with an action verb. I.e. managed, supervised, etc.
- Accomplishments > tasks. These are usually better.
- **“Proficient in Microsoft Word/Excel” is overdone (it’s essentially an expectation)*
- Formatting: consistent. If it’s hard to follow it’s likely that the person reading might skip over it entirely.
- ***Perfecting your interview skills***
 - Don’t put on a fake persona! Be confident but be YOURSELF.
 - Being authentically yourself, while prepared, is the best tactic
 - Articulate the bullet points on your resume and be ready to tell stories or go more in depth
 - Virtual interviews are more laid back but still be prepared for them
 - Check background (laundry, posters, anything distracting that could take away from the topic)
 - Ask host that you meet fifteen minutes prior about anything and everything i.e. background, connection, etc.
 - Jim recalls a time when he only saw the top of someone’s head during an interview!
 - **Come with QUESTIONS!!! Better to have too many than none at all.**
 - Thank you emails separate you from other candidates!
 - (Bring up something significant you talked about so they remember you better.)
 - Being *unique* is very key. Stand out in a good way!
- **Connecting to the PwC Professional**
 - Professional framework:
 - (1) Leadership
 - (2) Business acumen
 - (3) Relationships (with clients, colleagues, etc.)
 - (4) Global acumen (how do you expand beyond your culture, comfort zone? Can you communicate effectively with this barriers?)
 - (5) Technological capabilities (how well you can perform your job...)
 - Have a good balance of all five!
- **What It Means To Be A Well-Rounded Candidate**
 - Looking for well-rounded individuals, don’t need skills in the accounting field you’re looking to work in - you just need the desire and want to learn.
 - Work with a team!
 - Soft skills are important; leadership, compassion, determination, patience
 - Ability to adapt to different situations
- **How can you prepare for spring recruiting?**
 - Apply for internship to be invited to the Elevate program

- Application deadline: February 15th
- SLC: February 15th
- On Campus Interviews: February 20th
- When applying, know your line of service, locations. Don't need a cover letter for applications.

Questions:

- ***What distinguishes PwC from other firms?***
 - People (depends on the individual)
 - Can switch from one line of service to another without pressure/a dead end
 - Diversity; internships, programs, days at offices (tours)
 - On website, postings show programs of all levels and trainings within the company for employees to be more aware, strengthens the whole firm and makes them more tactful/open
 - Community projects, fundraising, promoting programs, grants to give back to society!
 - Data analysis programs/software are more efficient now (went from 1 day → thirty seconds processing time) ← clients have commented on this and love it
- ***How does recruitment process differ for someone who isn't exactly a younger student, traditional route?***
 - Apply for internship still!
 - But it's not necessary, they hire even if you haven't had the internship
 - Although many employees are hired through this process, just do your best to network and apply for full-time openings
- ***Main industries working in/involved with?***
 - Financial services, movie studios, technology/software, cryptocurrency, utilities, entertainment/media
 - San Diego is more of a diverse market. Lots of variety.
 - Particular areas can move closer to a different city, dependent on demographics (i.e. entertainment → LA)
 - Can specialize in certain industries too!
- ***What changes occur between industries?***
 - Different regulations, industry-specific rules...
 - The practice usually stays the same but small details will change!
 - Hard to explain without hands on experience, there isn't one answer

