



SDSU Student Accounting Society

Meeting Minutes: KPMG (Advisory)

September 18, 2017

Presenters:

Allison Reams, Campus Recruiter

Kevin Adams, SDSU Alumni

Tyler Spencer, SDSU Alumni, Audit Associate

Presentation:

Important events:

- October 12 from 6-8 pm, there will be a community service event.
- October 6, there will be a Bay Area office event

Risk consulting, Consulting, Advisory are all the same line of service.

VIDEO: What is advisory?

Multidisciplinary service offerings: management consulting, risk consulting, deal advisory, KPMG strategy

- Largest offerings in San Diego are in management consulting and risk consulting

Advisory market strength:

- Risk consulting is largest in San Diego (Includes Internal Audit, IT Audit, Credit Risk, Market Risk)

Overview of Services

- Main goal is to look at company's processes to mitigate risks
- Mainly focused on Internal Audit and IT Audit
 - Internal Audit: compliance work, assist companies who do not have an internal audit department or for enhancement
 - IT Audit: test IT controls and work with external audit engagements, ensures that systems output correct information
- Forensics looks to detect fraud

Internal Audit: enhance existing company's internal audit team

- Have resources to increase reliance

- Sarbanes Oxley testing: invoice processing or gaps where there is a risk identified
- Variety of different projects: analytics program, assist with IPO readiness, get client audit ready, develop test plan for internal controls or program compliance.
- Looking for: Accounting, Economics, Business, Finance, Accounting minors
- Do not need to be a CPA!

IT Audit and Advisory:

- Support external or internal audit teams.
- Right procedures for systems, ensure that data transfers from when customer pays to when it transfer to financial statements
- Projects: optimization audits (consult on how to make departments more efficient), IT SOX Audits, Cyber Security maturity assessments, assist with IPO readiness, SOC reports.
- Majors accepted: Bachelor's or Master's degree in Management Information Systems
- Do not need to be a CPA!

Typical Team Structure:

Almost similar between audit and tax. Primarily depends on the type of engagement.

- Engagement Partner:
- Director or Manager:
- Senior Association/Associate/Intern: You can be a first year associate leading an advisory engagement
- Code Sourcing: partner up with client for internal audit work, run entire project from beginning to end.
- If KPMG is the external auditor, certain service offerings are not offered to client due to independence purposes.

Candidate Success Factors:

- Critical thinking: could be put on a project that you know nothing about
- Workload and time management: given a lot of projects, could be handling between 2-3 projects at a given time
- Work ethic and integrity:
- Interpersonal Skills: Be able to interact and communicate
- Polished: Professional presentation
- Articulate: Articulate speaker
- Flexible: Ability to lead or coordinate
- Travel: Within advisory has option to travel a lot or a little bit. Can speak to your manager about this. International travels are more difficult to come by.

How We Recruit:

- Management Consulting: open for campus hires
- Risk Consulting: open for campus hires
- Deal Advisory: only advisory practice where you need to be CPA eligible.

- Strategy is not recruited on campus

How We Recruit (2):

- Create an account on Aztec Career Connection
- Check for positions with KPMG Advisory
- Submit required documents (resume, cover letter, transcript)
- You can only apply to ONE KPMG position (only one office, KPMG's system will block you out)
- Must do an internship with the office you want to work full time in. All offices are different.

10 Steps to Get Ready for MTF:

- Go to Career Services
- Create a great resume
- Look the part
- Research
- Pick a practice
- Pick a location
- Apply
- Network
- Get ahead
- Be the best you!

Resume Structure:

- No pictures, charts, infographics
- Contact information: email, phone (Answer your phone!)
- Objective: Optional
- Education: Degree, GPA, put an anticipated end date (Should be at the top)
- Experience
- Extracurricular activities: sorority, fraternity, volunteer work
- Awards: filler for one page mark, (senior year of high school is last date you should be putting any awards)
- Skills/interest: filler for one page mark

Dress Code: Women

- Business Professional
- Matching coordinated suit and jacket
- Avoid tops that are too revealing, short, or long
- Dress shoes with low to medium heel

Dress Code: Men

- Dark suits are preferable
- Please wear socks
- Avoid mismatch blazer/pants

- Collared and pressed shirt
- Colored coordinated tie in solid or simple pattern

Attend-What to do?

- Avoid the huddle, buddy system helps
- Introductions: Firm handshake and smile, make small talk, pay attention and be positive, maintain good eye contact
- Avoid hot topics: politics
- Be positive and interesting throughout discussion
- Ask good questions
- Close- thank individual and request a business card

Fit-Grit Personality Workshop TOMORROW

Questions:

Are these the only offices recruiting in San Diego? (LA, OC, SD, PHX, and Bay Area)

These are the ones currently available. If you are interested in another office, contact Allison Reams

Are these Spring or Summer internship offers?

For Advisory and Tax, there is only a summer opportunity. For Audit, there is a winter and summer option.

Are there more positions for Summer or Winter?

There is more work during the Winter, but Summer there is more availability with schedules

What if it is your first year of Master's Degree?

Use your Undergraduate GPA

What happens if you are just now taking upper division courses?

Just use your overall GPA

Should you bring your paper resumes?

There are mixed opinions, but KPMG recommends this

Would having a CPA would give you an advantage in Advisory services?

Any certification will give you a skillset, in Advisory you can have different certifications, Any certification will give you the ability to sign off on engagements. (SOC reports) You can also take KPMG training to sign off on other engagements as an IT Specialists. It depends on your and your career choices.

If you are doing your Master's, when do you do an internship?

It depends on your ending graduation date. You apply for an internship the summer before you graduate.