EY Advisory:
Driving business performance
Advisory

EY’s consulting practice

Helping clients grow, protect and optimize their businesses
EY Advisory by the numbers

15,000+ Americas

20,000+ EMEIA

1000+ Japan

6,000+ Asia-Pacific

150 countries

42k people

$6.5b revenue

$15b Advisory revenue goal by 2020
We drive transformational change and business outcomes

Imagine yourself developing strategies that drive transformational change.

Imagine yourself implementing technologies that enable business performance.

Imagine yourself optimizing processes that drive business outcomes.
EY is a purpose-led organization

What is purpose?
An aspirational reason for being that is grounded in humanity and which inspires and calls to action

Our purpose is
Building a better working world

… for our employees
… for our clients
… for our communities
… for our world

Examples of what EY is doing to Build a better working world

Support high-performing teams
- Coaching, mentoring, counseling, and feedback
- Authentic self initiatives

Help entrepreneurs create better working businesses
- EY Entrepreneur Of The Year®
- EY Vantage Program
- Celebrates entrepreneurs
- Teams high performers with emerging entrepreneurs

Engage with our communities
- EY Connect Day
- Women. Fast Forward
- College Mentoring for Access and Persistence
- Connects women athletes with a network of women business leaders

Support women professionals and entrepreneurs
- Women Athletes Business Network
- EY’s day of service

and many more!
EY is the first Big Four to introduce Purpose-led transformation services

Purpose-led transformation (PLT)
Galvanizes people to ignite long-lasting positive change and fuels sustaining growth and innovation

Our research shows purpose-driven organizations are believed to have better results:

- **89%** Greater employee satisfaction
- **85%** Better customer advocacy
- **81%** Higher-quality products and services

“Purpose activated” is EY’s transformation objective for our clients

- Became a purpose-led organization in 2012
- Is the 1st major consulting organization to codify PLT approach

Join us. Let’s build a better working world together.

EY’s commitment to Building a better working world

The Beacon Institute is a community of executives, entrepreneurs and luminaries advancing a transformation of the working world by redefining what it means to be a successful company in the 21st century.

Transforming business. Igniting purpose.
In EY Advisory, you can join our broad, industry-based national or regional practices or express an interest in serving financial clients as part of our Financial Services Office (FSO).

- Automotive & Transportation
- Consumer Products Retail
- Diversified Industrial Products
- Government & Public Sector
- Health
- Life Sciences
- Media & Entertainment
- Mining & Metals
- Oil & Gas
- Power & Utilities
- Private Equity
- Professional Firms & Services
- Real Estate, Hospitality & Construction
- Technology
- Telecommunications

**Sector spotlight: FSO**

- Work in any EY service line, but focus on financial services industry segments such as:
  - Wealth and Asset Management
  - Banking and Capital Markets
  - Insurance
- **Opportunities available in more than 30 US locations**, as well as Canada and Latin America
What opportunities exist in Advisory?

The Advisory Consultant Program (ACP) is a two- to three-year developmental program supporting all of our Advisory competency areas through three primary programs.

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<th>Advisory Consultant Program (ACP)</th>
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<tr>
<td><strong>Business Advisor Program</strong></td>
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<tr>
<td>▶ We help our clients evaluate their business processes and functions, recommend areas for greater efficiency, and help measure and manage financial and operational risk.</td>
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<tr>
<td><strong>Risk Advisor Program</strong></td>
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<tr>
<td>▶ We help clients evaluate, understand and manage risk and associated controls to improve business and technology performance, protect against known risks and understand the impact of emerging risk.</td>
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<tr>
<td><strong>Technology Advisor Program</strong></td>
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<tr>
<td>▶ We help our clients understand how technology enables improved business performance. We assist our clients in the evaluation, design, configuration and deployment of technology to support business transformation.</td>
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ACP is an experiential program

- Focuses on varied experiences, rather than regimented transitions
- Supports numerous competency groups to serve a wide variety of clients
- Considers education, interest, experience and business need in determining affiliations
- Provides career coaching and guidance through peer advisors, counselors and counseling family leaders
## ACP overview

### Business Advisor Program

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### Risk Advisor Program

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### Financial Services Risk Management

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<td>Quality assurance reviews</td>
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Candidate profile - BAP

► BAP consultants help our clients evaluate their business processes / functions and recommend areas for greater efficiency. Staff professionals deployed on engagements across the following competencies: finance, customer, people and organizational change, program management, strategy as well as supply chain and operations.

► Those who join our FSO may also be deployed on engagements across our Financial Services Risk Management practice where we assist our clients with the measurement, mitigation, management and monitoring of financial and operational risks. Areas of focus include: traded products and capital markets, credit and capital management, enterprise risk services, regulatory risk and compliance, quantitative advisory and derivative valuation, and structured finance.

► Degrees: Bachelor’s or Master’s degree in: Accounting, Finance, Business Economics, Internal Audit, Statistics, MIS (emphasis on business), Supply Chain, Operations Management,

► Flexible and willing to travel as well as work in excess of standard hours when necessary. The ability and willingness to travel is an essential function of this position as travel is estimated at 80%
Candidate profile - RAP

We help clients evaluate, understand and address compliance, financial, operational and strategic risk. We also deliver world-class information technology advice as part of our broader risk and business improvement services by helping clients leverage technology to make IT more efficient and manage the security risks associated with running IT operations.

We provide services in the following areas:

► **Process and IT Risk Assurance** -
  - Provide services to assess and/or strengthen clients’ internal controls and, in so doing, help to improve IT and business performance.
  - Assist with engagements relating to financial attestation; Service Organization Control reporting (SOCR); process and IT governance and effectiveness; process and IT risk and control framework design; security and controls of business software applications,
  - Work with clients to coordinate, plan, and deliver risk projects which include Governance, Risk and Compliance (GRC) program design, current state assessments, future state design, GRC process re-engineering and enhancements, GRC tool and technology implementation

► **Internal Audit** - Provide comprehensive risk services through a suite of strategic, outsourcing, and industry-focused operational recommendations that help companies around the world evaluate and enhance their internal audit and risk management functions.

**Degrees:** Bachelor’s or Master’s degree in: Accounting, Information Systems, Computer Science, Finance or Management. Degree requirements may vary by location

Flexible and willing to travel as well as work in excess of standard hours when necessary. **Travel may vary by location and can, at times, be as high as 60%**
Candidate profile - TAP

Our TAP professionals assist our clients in areas such as:

► **Analytics & Data** - Help our clients manage the collection, storage, use and quality of data and enable information intelligence to meet business needs across finance, risk and operations.

► **Technology Enablement and Delivery** - Help our clients assess and improve how technology enables business in an effective and efficient manner.

► **IT Transformation** - Help our clients simplify the IT environment for a growth agenda, align IT with business strategy, improve business value delivery with globally integrated IT services and translate complex business problems into implementable technology solutions.

► **Information / Cyber Security** - Assist our clients with the design, build, and management of industry-leading security programs to maintain a high performance business environment.

**Degrees:** Bachelor’s or Master’s in: MIS, Computer Science, Statistics, IT Security, Engineering, Operations Research, Accounting or Finance (with a specific concentration in MIS), Information Systems, Information Technology, Technology Risk, Computer Engineering or related technology disciplines

Flexible and willing to travel as well as work in excess of standard hours when necessary. **The ability and willingness to travel is an essential function of this position as travel is estimated at 80%**
ACP focuses on activating our purpose

ACP contributes to building a better working world by ...
Providing an experiential learning and development platform to attract, build and retain future leaders at EY

ACP fulfills this purpose by ...
- Attracting top talent to Advisory
- Developing our professionals’ skills and capabilities to meet the needs of our Advisory competency and sector teams in delivering exceptional client service
- Building an inclusive and connected community through mentorship, coaching and commitment to varied experiences
- Enabling EY’s “leadership engine” through high-performance teaming

ACP executes via four strategic pillars

- Recruiting / onboarding
- Learning, development and experiences
- Community/ connection
- Leadership development/high-performance teaming
A career at EY has real value

EY experiences
- different roles
- different services
- different clients
- different industries
- different cities
- different countries
- proposals
- instructing
- recruiting
- community work

EYU Developing our people

Capabilities
- technical skills
- presenting
- negotiating
- listening
- teaming
- innovating
- influencing
- networking
- coaching
- leading

Co-creating better answers with our clients

Solve big, complex industry issues

Become a world-class consultant

Be innovative and outcome focused
Who makes an exceptional Advisory professional?

You might.

► People with the appropriate education
► Achievement-oriented self-starters
► Critical thinkers, problem solvers, team players
► People with project management, analytical and technology skills
► People with a commitment to excellence
EY Events at Binghamton

► Thursday, Sept 17 - Career Fair
  ► Events Center, 11:00 am - 3:30 pm

► Thursday, Sept 17 - Trajectory Info Session
  ► TBD, 4:30 pm - 5:30 pm

► Thursday, Sept 17 - UPE/HackBU/ACM Presentation
  ► Watson Commons, 7:30 pm - 8:30 pm

► Friday, Sept 18 - BAP/DSP Lunch & Learn
  ► AA G08, 1:30 pm - 2:30 pm

► Thursday, Sept 24 - ASCEND/DSP Lunch & Learn
  ► SOM Lounge - 12:00 pm - 1:30 pm

► Thursday, Sept 24 - AKPsi/WIB Speed Networking
  ► TBD, 4:00 pm - 5:30 pm

► Friday, Sept 25 - Breakfast with DSP
  ► SOM Lounge, 9:00 am - 10:00 am

► Tuesday, Sept 29 - SWE/AOE Presentation
  ► UU209, 6:00 pm - 8:00 pm

► Thursday, Oct 1 - BMMMO/ALPFA Event
  ► Chuckster’s, 6:00 pm - 8:00 pm
HireBing Postings

- Advisory – Business Advisor Program
- Advisory – Risk Advisor Program
- Advisory – Structured Finance
- Advisory – Technology Advisor Program
- Assurance – External Audit
- National Tax – Tax Technology
- Tax – Diversified Staff Group

Deadline to apply: Monday, October 5th

http://www.ey.com/us/binghamton
Stay connected with us

Text eycareer to +1 312 548 1266* for a link to information about life at EY.

*Standard data fees and text messaging rates may apply.

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Engage with us

Instagram: @eyuscareers
Capture the moment with us

Twitter: @EY_CareersUS
Stay up to date on news and events

YouTube: /eyuscareers
Watch us at work and play
About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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