



2022/23 Career Guides

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WFN



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Disclaimer

The information presented here represents the research and personal experiences of various WFN executives and Western alumni who have successfully landed positions within these careers.

As industries are constantly changing, the present information may not be entirely accurate for every scenario and varies depending on each specific firm. The career guides are meant to be an introductory resource to various careers.

We hope you find them helpful! - WFN Careers Team

Accounting Career Guide

Prepared by Evan Woo



1

Industry Description

Accounting ensures that companies follow ethical standards by developing and auditing their financial statements. There are both internal and external accounting procedures that serve different, unique purposes. Accountants follow standardized principles to allow companies to be transparent, methodical, and easily comparable.

2

Day in the Life Meet Natasha Chen



Typical Workday at EY

9 AM - Message senior about prioritizing tasks
10 AM - Review blacklines from clients' last changes
11 AM - Email client for evidence
1 PM - Sync with entire audit team
2 PM - Client responds, update working paper
3 PM - Respond to comments from manager
4 PM - Continue next working paper and call senior
5 PM - Fill in form to submit requests for clients
8 PM - Respond to more comments from manager
9 PM - Finish working paper and submit time sheet

Natasha's Career Trajectory

Entry-Level Associate 2-3 years Senior Associate 2-3 years Accounting Manager/Project Leader 3-4 years Managing Director/Partner Beyond

Natasha's Target Companies



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Recruiting Timeline For Summer 2023:



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Skills

Soft Skills

- Communication
- Analytical skills
- Quick-thinking
- Organized
- Flexibility and adaptability
- Ethical

Hard Skills

- Business knowledge
- Accounting software proficiency
- Spreadsheet proficiency
- Ability to interpret/analyze finances

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Jobs in the Industry

Financial Accountant

Oversees a business' finances and transactions

Managerial Accountant

Analyzes aspects of a business for management to make informed business decisions (includes Cost Accountant)

Tax Accountant

Prepares tax returns and payments

Auditor

Verifies the accuracy of financial records and ensures compliance with principles and laws

6

Application Process

Structure & Rounds

- 1 Round 1:
Recorded video submission
- 2 Round 2:
Behavioural interview with HR
- 3 Round 3:
Partner interview to gauge fit

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Resources

Other clubs/classes to join on campus

- Western Accounting Association
- MOS1023 - Introduction to Accounting & Finance
- MOS2310 - Finance

Upcoming Networking Events

- CPA Post-Secondary Ambassador Program (PSAP) (Dec 1, 2022-Mar 31, 2023)
- EY Join a team for one day (ongoing)
- KPMG Ideation Challenge (Jan 8, 2022)
- PwC Virtual CPA Info Session (Jan 18, 2022)

Resources

- [127 Accounting Interview Questions with Answers](#)
- [CPA Post-Secondary Ambassador Program](#)
- [Western Accounting Association](#)

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Networking (Waterloo AFM)



Natasha Chen (EY)
[LinkedIn](#)



Florence Zhao (KPMG)
[LinkedIn](#)



Jia Park (Deloitte)
[LinkedIn](#)

Common Interview Questions

Q. How are the three financial statements connected?

Referring to the Statement of Earnings, Balance Sheet, and Cash Flow Statement.

Q. What is working capital?

Current assets less current liabilities. Measures the ability of a business to cover its short-term obligations.

Q. Explain a generally accepted accounting principle.

Common principles include Revenue Recognition, Going Concern, and Matching.

Consulting Career Guide

Prepared by Renee Gao



1

Industry Description

Consulting is the practice of providing advice to companies looking to solve issues in the realms of marketing, information technology, operational improvement, and corporate strategy. A consultant's role is to generate solutions for their clients. Their responsibilities include identifying a company's opportunities and problems, working with data to generate recommendations, and creating a suitable implementation plan.

2

Day in the Life Meet Jawad



Example Workday

8:00-9:00: Independent Work / Commute
9:00-9:30: Daily Team Check-In
9:30-10:00: Independent Work
10:00-11:00: Client Meeting
11:00-12:00: Independent Work
12:00-12:30: Lunch
12:30-1:00: Brainstorm with Project Leader
1:00-2:30: Independent Work
2:30-3:00: Daily Team Check-Out
3:00-5:00: Independent Work
5:00-5:30: Internal Coffee-chat
5:30-8:00: Independent Work
8:00-9:00: Work Social

Jawad's Career Trajectory

Business Analyst
6-12 months

Consultant
1 year

Senior Consultant
2-3 years

Manager
Beyond

Jawad's Target Companies

BCG

McKinsey
& Company



Deloitte

BAIN & COMPANY

KPMG

EY Parthenon

OliverWyman

pwc

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Recruiting Timeline For Summer 2023:

Apply to Jobs
October-December 2022

Interviews
January-February 2023

Job Offers
March 2023

4

Skills

Soft Skills

- Teamwork
- Problem-solving
- Project management
- Organization
- Communication

Hard Skills

- Excel + Powerpoint
- Analytical capability
- Data visualization
- Python + big data languages (IT consulting)

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Jobs in the Industry

Strategy Consultants give high-level recommendations as opposed to specific implementation plans.

Operations Consultants help improve the company's performance in areas like marketing, HR, and supply chain.

Financial Advisory Consultants work with a firm's financial capabilities and focuses range from M&A and real estate to tax restructuring.

IT Consultants help clients develop and apply technology within their organizations.

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Interview Process

Structure & Rounds

- Round 1: Screening**
 - Resume + cover letter
 - Screening interview + logic game/test
- Round 2: Skills focus**
 - 1-3 interviews (case + behavioural)
 - Run by less senior consultants
- Round 3: Potential fit focus**
 - 1-3 interviews (case + behavioural)
 - Run by partners and senior managers

Common Questions

Q. Tell me about yourself.
Q. Why consulting?
Q. Why x company?
Q. Describe the greatest challenge you've had to overcome in a team setting

Desired Qualities in an Answer

Personal impact, entrepreneurial drive, leadership

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Resources

Upcoming Case Competitions

- WFN Case Interview Competition
- W5 Summit Case Competition
- PBSN Women in Business Case Competition

Other clubs to join on campus

- Western Management Consulting
- Global Research and Consulting Group
- 180 Degrees Consulting
- Aleph Group

Online Resources

- Chandoo (Excel lessons, templates, etc.)
- MindTools (strategy frameworks for cases)
- ConsultingMag (industry news + postings)
- My Consulting Offer (industry + recruiting)

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Networking (WFN Alumni)



Eric Xu - EY-Parthenon

- [linkedin.com/in/ericxxu/](https://www.linkedin.com/in/ericxxu/)
- ericxu.hba2024@ivey.ca



Krish Gandhi - Oliver Wyman

- [linkedin.com/in/krishgandhi/](https://www.linkedin.com/in/krishgandhi/)
- krishgandhi2017@gmail.com



Rahi Maru - Level5 Strategy

- [linkedin.com/in/rahi-m7/](https://www.linkedin.com/in/rahi-m7/)
- rmaru.hba2022@ivey.ca

Resources

Books (& corresponding websites)

- Case Interview Secrets by Victor Cheng
- Case in Point by Marc Consentino
- Hacking the Case Interview by Taylor Warfield

Other

- MBA casebooks
- RocketBlocks (website)

Corporate Banking Career Guide

Prepared by Keegan Smith



1

Industry Description

Corporate banking is a type of capital markets position housed within a number of financial institutions' investment banking divisions. It is primarily centred around the practice of loaning money to large and mid-sized corporations. An easy way to think about corporate banking is that it is like commercial banking that is focused on giving loans to small businesses and individuals, but on a larger scale for corporations.

2

Day in the Life Meet Sam



Typical Workday

8:00 - Wake up
9:00 - Check and respond to emails
10:00 - Take notes on client call
11:00 - Work on client presentation
1:00 - Lunch
1:30 - Prepare Internal Credit Analysis
3:30 - Implement associates fixes
6:00 - Day ends

Sam's Career Trajectory

Analyst
2-3 years

Associate
2-4 years

Vice-President
3-4 years

Director
4-5 years

Sam's Target Companies



Bank

BMO



BANK OF AMERICA



Scotiabank

J.P.Morgan



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Recruiting Timeline For Summer 2023:



4

Skills

Soft Skills

- Teamwork
- Problem-solving
- Personable
- Organization
- Communication

Hard Skills

- Excel + PowerPoint
- Analytical capability
- Financial Analysis
- Business + Credit knowledge

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Jobs in the Industry

Relationship Management

Suggests services to various large corporations when they seek to raise capital or use any other bank services. They need to know clients and their businesses very well in order to be able to make tailored suggestions.

Industry Specific

Corporate bankers will often specialize in an industry group. These can be things like utilities, metals + mining, financial institutions, etc.

Transaction Banking

These are specified product groups to suit a business's financing needs, and may include trade financing, supply chain financing, or liquidity management

6

Interview Process

Structure & Rounds

- 1 Round 1:
Initial online interview
- 2 Round 2:
In person "superday" in which you have multiple interviews with all levels of bankers

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Resources

Other clubs/classes to join on campus

- Western Investment Club
- The Pre-Business Students' Network
- Western Capital Markets

Upcoming Competitions

- PBSN Stock Pitch Competition
- McGill Global Stock Pitch
- National Investment Banking Competition

Interview Resources

- Sellsidehandbook.com (Interview Qs)
- WIC Recruiting guides
- Wallstreetoasis.com (Finance fourm)

Other Resources

- Chandoo (Excel lessons, templates, etc.)
- Review past lender presentations
- Investopedia.com

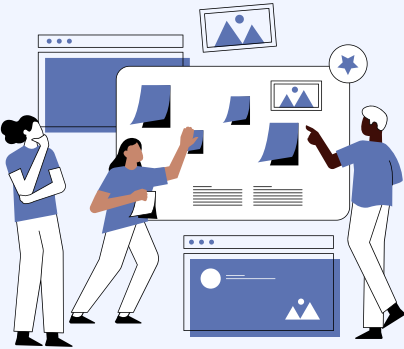
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Common Questions

- Q. Why Corporate Banking?
- Q. If there is a leverage covenant of 5x. What is the EBITDA cushion?
- Q. What are some loans that corporate banks offer in addition to revolvers?
- Q. Why this firm?

Project Management Career Guide

Prepared by Kaan Alpli



1

Industry Description

Project Management is the task of leading a team to achieve all project goals given a number of constraints. Project management has a role in all industries from construction to software engineering and while each sector requires a diverse range of abilities, there are also many common skills that are shared throughout.

2

Day in the Life Meet Jack



Example Workday

8AM - Wake up and commute
9AM - Open email and morning check-in with all teams to set daily goals
10AM to 2PM - Individual team check-ins to work past problems
4PM - Discuss progress with project teams and provide updates to managers
5PM - End of work day

Jack's Career Trajectory

No expected amount of years per role

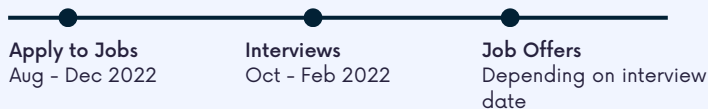


Jack's Target Companies



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Recruiting Timeline For Summer 2023: (Varies by industry)



4

Skills

Soft Skills

- Teamwork
- Problem-solving
- Project management
- Organization
- Communication

Hard Skills

- Excel + Powerpoint
- Analytical capability
- Data visualization
- Programming knowledge
- Financial literacy

5

Popular Industries for PMs

Engineering

Involved in every stage in the creation of a new product or improvement of an existing one. Oversee research, planning, development, design, and manufacturing.

Software/IT

Normally has a background in software development. Tend to work in Agile environments and manage timelines, iterations, track bugs, demonstrate new features to clients, and so on.

Construction

Understands the construction business, works directly with clients, obtains permits, plans the construction timeline, and manages contractors

6

Interview Process

Structure & Rounds

- 1 Round 1: Screening behavioural interview
- 2 Round 2: (1/many interviews depending on firm)
Technical: focus on industry knowledge, PM frameworks, and past experiences

Common Questions

- Q. When have you applied ____ framework in a past project?
- Q. How do you define an ideal project?
- Q. What is your strategy for prioritizing tasks?

Resources (Certifications)

- CAPM: Certified Associate in PM
- PMI Certification (Agile/Scrum)
- CSM: Certified ScrumMaster
- CSSBB: Certified Six Sigma Black Belt
- CSSGB: Certified Six Sigma Green Belt
- PMP: Project Management Professional

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Resources

Upcoming Competitions

- WFN Product Design Sprint
- SheHacks+
- Ontario PM Competition

Other clubs to join on campus

- Western Software Engineering
- Western AI
- Ivey Product Society
- Ivey Tech Club

Online Resources

- Chandoo (Excel lessons, templates, etc.)
- Association for PM (industry resources)
- PMI Website (certification information)
- Jira tutorials (Atlassian website)

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Software Engineering Career Guide

Prepared by Annie Liu & Sam Lu



1

Industry Description

Software engineering is about "designing and creating computer systems and applications to solve real-world problems." Software engineers apply the principles of software engineering to design, develop, maintain, test, and evaluate software. Aside from just technology companies, software engineers are in demand in many industries such as retail, healthcare, and business.

2

Day in the Life Meet Justin



Typical Workday

8AM - Wake up
9AM - Start work - github issues
9:30AM - Code review + emails
10AM - Feedback, database, features
12PM - Lunch
1PM - Back to work
1:30PM - Daily standup
2PM - Coding - Bugs, Scripts, Database, Tools, Documentation
4PM - Pair programming
5:30PM - End day

Justin's Career Trajectory

Junior S.E.
4-5 years

Senior S.E.
2-3 years

Principal S.E.
4-5 years

Management /
Individual Contributor
Beyond

Justin's Target Companies



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Recruiting Timeline For Summer 2023:

Apply to Jobs, Online assessments
USA: Aug - Sept 2022
CAN: Dec 2022

Interviews
USA: Oct - Nov 2022
CAN: Jan 2023

Job Offers
USA: Nov - Dec 2023
CAN: Feb 2023

4

Skills

Soft Skills

- Self-motivation
- Patience & persistence
- Attention to detail
- Teamwork & collaboration

Hard Skills

- **Front End:** JavaScript, TypeScript, React, Vue
- **Back End:** Java, Python, PHP, Ruby, C/C++, C#, Node.js

5

Jobs in the Industry

Front-End Engineer

Specialize in developing the user interface, including elements like buttons, layouts, and the overall aesthetic and functionality of the page

Back-End Engineer

Specialize in the logic behind the scenes and the performance of the application. This could include managing and integrating data systems, cache, and any other application programming interfaces

QA Engineer

Validates the quality of an application by creating test cases that are automated to ensure products are run as expected for the intended users

6

Interview Process

Structure & Rounds

- 1 Round 1:
Online assessment, recruiter call
- 2 Round 2:
Technical screen
- 3 Round 3:
On-site (TBD), Manager (TBD)

Common Questions

- Q. Why [company]?
- Q. Tell me about a project you completed
- Q. What are you looking for in an internship?

Resources

Other clubs to join on campus

- Western Software Engineering (WSE)
- Western Development Society
- Western AI
- Hack Western

Classes to take on campus

- 1st Year - CS 1026/1027
- 2nd Year - CS 2120/2121

Other Resources

<https://leetcode.com/discuss/general-discussion/460599/blind-75-leetcode-questions>
<https://neetcode.io/>
<https://www.freecodecamp.org/>
Cracking the Coding Interview (book)
<https://pll.harvard.edu/course/cs50-introduction-computer-science?delta=0> (to get started)

7

Networking (WFN Alumni)



Jack Peplinski

- [linkedin.com/in/jack-peplinski/](https://www.linkedin.com/in/jack-peplinski/)



Josh Rabovsky

- [linkedin.com/in/josh-rabovsky/](https://www.linkedin.com/in/josh-rabovsky/)



David George

- [linkedin.com/in/davidgeorge0/](https://www.linkedin.com/in/davidgeorge0/)

Resources

- <https://leetcode.com/>
- <https://igotanooffer.com/blogs/tech/coding-interview-tips>
- https://github.com/seanprashad/leetcode-patterns?fbclid=IwAR3gviKVuq4zKcPyO7wMLimnvKPwPG_jG8PvPm1kuaSNOocV6XUUqPMjs

Venture Capital Career Guide

Prepared by Ryan Pin Harry



1

Industry Description

Venture capital is an industry similar to private equity in that a venture capital firm raises capital from investors and redistributes those funds to startup founders that they believe have a strong potential for growth in exchange for a stake in the company. Well-known recipients of venture capital funding include Uber, Lyft, and Casper.

2

Day in the Life Meet Sarah



Typical Workday

8AM - Wake up, read the news
8:30AM - Respond to emails
9AM - Meeting with entire firm
10AM - Calls, meetings, with investors, entrepreneurs, etc.
3PM - Screen companies in teams
5PM - Due diligence
7PM - Dinner with clients/networking
9PM - Finish outstanding work, sleep

Sarah's Career Trajectory

Analyst
0-3 years

Jr/Sr Associate
2-4 years

Principal/VP
4-6 Years

JP/GP
1+ Years

Sarah's Target Companies

inovia
CAPITAL

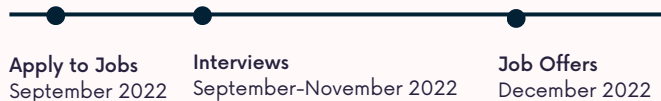
Front Row
VENTURES

Good news
VENTURES

OMERS | Ventures

3

Recruiting Timeline For Summer 2023:



4

Skills

Soft Skills

- Teamwork
- Communication Skills
- Strong Networking Ability
- High-Achiever
- Personable and Likeable

Hard Skills

- Financial Modelling
- Financial Analysis
- Case Study
- Excel and PowerPoint

5

Jobs in the Industry

Venture Capital Analyst

The most common route into venture capital, working under a large firm in order to execute investments in startups of LP's money

Limited Partner

The opposite end of the VC spectrum, these individuals want to get involved with startups but without the same experience as analysts, will often provide large sums of cash investments to firms to be invested

6

Interview Process

Structure & Rounds

- 1 Round 1: Virtual Asynchronous
Provide answers to recorded questions
- 2 Round 2: In-Person with Associates
Mix of technical and behavioural Qs
- 3 Round 3: Partner Interview
More fit-based questions with the firm

Common Questions

- Q. What is something interesting you read on the news lately in the financial space?
- Q. Why Venture Capital?
- Q. Why this firm?
- Q. What do you bring to the table?

Resources

Books:
Secrets of Sand Hill Road
#BreakIntoVC
Mastering the VC Game

Websites:
Emeritus.org
mergersandinquisitions.com
investopedia.com

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Resources

Other clubs/classes to join on campus

Ivey Venture Capital Club
W5
Western Capital Markets

Upcoming Networking Events

Venture Capital World Summit
(June 13th 2023 Toronto ON)

Other Resources

IBVine (Financial Modelling Technicals)
breakinto.vc (VC Specific Guide)
wallstreetoasis.com (Forum)
goingvc.com (Interview Questions)

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