



# ACING INVESTMENT BANKING APPLICATIONS

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# Session objectives

- Understand the application process
- Identify what Investment Banking recruiters look for
- Establish what makes a strong CV
- Learn what goes into a tailored application statement

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# Hands up if you ....

- **Want to apply for a Spring Week?**
  - **Are you 1<sup>st</sup> year of 3 year degree?**
  - **Are you 2<sup>nd</sup> year of a 4 years degree?**
  
- **Are applying for a penultimate year internship?**
  
- **Are applying for a graduate role/internship?**

The logo for Warwick Student Opportunity features the word "WARWICK" in a green, sans-serif font. Above the text is a stylized mountain range graphic composed of several triangles in shades of purple, blue, and teal. Below the word "WARWICK" is a thin horizontal line.

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# Application Steps

1. Apply with a CV & motivational statement/s



2. Online tests (numeracy, logic, )



3. Video/Telephone Interview



4. Assessment Centre/ Superday  
incl final interviews

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# Goldman Sachs Application Process 2023/24



## Application

### CV

- Academic history
- Extracurricular / Leadership activities
- Languages
- Technical skills

### Motivational Statement

- 300-word limit
- Proper spelling and grammar
- Expand on your CV
- Structure: Why GS? Why division? Why you?



## HireVue Interview

- Structured Interview
  - Competency & Behavioural questions
- 
- 5x Competency &/or Behavioural questions
  - 1x Divisional question (exc. Engineering)
  - 30 seconds to prepare for each question
  - 2 minutes to answer each question



## Super Day Interview

- Structured Interview
  - In person or via video conference
- 
- 3x 30 minute interviews
    - Engineering 2x 45 minutes
  - Assessing potential
  - Divisional Interviewers
  - Variety of levels

# WHAT EMPLOYERS WANT



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The secret to a strong application is tailoring it to what the employer wants



# Spring Weeks – what employers want

skills + values + passion

The logo for Warwick Student Opportunity features the word "WARWICK" in a light green, sans-serif font. Above the text is a stylized mountain range composed of several triangles in shades of purple, blue, and teal. Below the word "WARWICK" is a thin horizontal line, and underneath that, the words "STUDENT OPPORTUNITY" are written in a smaller, dark grey, sans-serif font.

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*Discipline or degree is not important. We are looking for individuals who can balance teamwork, integrity, intellectual curiosity and leadership potential with a passion for excellence and an interest in the financial markets.*

Goldman Sachs – For Autumn 2023 applications

*Strong academics are important, but you'll also need to demonstrate key qualities such as teamwork, leadership and problem-solving skills, a genuine interest in the financial markets. Fluency in English and a second language desirable*

Bank of America- For 2023 applications

# Internships & Graduate level – what employers want

higher level skills + values + proven sector passion & knowledge



## INTERNSHIPS – PENULTIMATE YEAR

- Interest in AND some understanding of the financial markets

- Word, Excel, PowerPoint & some coding if technical role

- On track for 2:1

- Some financial modelling experience

- Attention to detail & highly accurate

- Works at speed to shifting priorities

- Deliver results to tight deadlines

## GRADUATE LEVEL

- Passion for & strong understanding of markets, firms, division & role

- 2:1/1st from top University

- Leadership potential

- Client Service mindset

- Affinity with firm's values & culture

- Integrity

# EVIDENCING WHAT EMPLOYERS WANT

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Insight  
Days



UK &  
abroad

Projects or  
research

WP & EDI  
Initiatives

Mentoring

Shadowing

Pt work

Internship

Volunteering

Virtual internships

Skill	Description	Academic example	Stats Soc Exec	Part-time job	Competitions
<b>Communication</b>	Being clear, concise and focused; being able to tailor your message for the audience and listening to the views of others.	Module ST012 - write short reports  Module MR-091 - group presentation to employers	Able to develop arguments and make some contributions to exec decision making around employer events	Able to make small talk with customers from different social backgrounds, ages and levels of seniority	Confident presenting ideas orally in Maths Olympiad
<b>Teamwork</b>	The ability to manage and delegate to others and take on responsibility. It's about building positive working relationships.	Able to follow instructions and support team leader's direction during group project	Adjusting behaviour to suit different personality types of the exec team eg with shy peer, bossy peer etc	Able to take on range of roles in a waitressing team ...shows understanding of other's strengths & flexibility to pitch in when required	Football league team captain. Able to manage conflict, build effective working relationships, contributing to excellent performance
<b>Commercial Awareness</b>	Knowing how a business or industry works and what makes a company tick.	Researched firm at Careers Fair for ES101 module	Knowing what other socs are running and how to attract employers/student s/make money	Able to see when service being delivered can be improved & boss accept my suggestions	Runner up in Warwick Financial Society Stock Pitch Competition

# INVESTMENT BANKING CVs



# 1 SIDE CV ADVICE

- Structure
- Impactful language
- Difference between average CV & a strong, tailored CV



# Jeff Bezos

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## EDUCATION

**London School of Economics and Political Science** Sep 2023 – Jun 2026

- BSc Economics: Expected First Class Honours
- Full-Tuition Scholarship

**Winton College** Sep 2015 – Jun 2023

- A-levels: Mathematics (A\*), Further Mathematics (A\*), Economics (A\*), and Chemistry (A\*)
- GCSEs: 13 9s, 1 A\*
- Awards: Academic Excellence Award, Gold in British Mathematical Olympiad, Full-Tuition Scholarship

## WORK EXPERIENCE

**McDonald & Co. – Leadership Academy** Jun 2023 – Present

- 1 of 100 selected for 2-year programme, developing critical analysis and professional skills ranging from PowerPoint presentation, company research and public speaking.
- Presented findings of strategy group exercise, leading group of 10 students to finish in 1<sup>st</sup> place out of 10 teams.

**VCV Capital Partners – Private Equity Insight Programme** Aug – Sep 2023

- 2-week programme, focusing on technical knowledge, commercial awareness, modelling and presentation skills.
- Conducted due diligence and market research to pitch the take private of Odaco, presenting to executives.
- Built capital structure models and attended calls with LevFin teams at Pierpoint, Goldman, and Staines.

**Pierpoint & Co. – Sixth Form Insight Programme** Aug 2023

- Interacted with 20+ investment bankers and gained knowledge of the divisions of the bank.
- Won pitching M&A deal pitch competition in team of 6 and presented to senior bankers.
- Received return offer for the 2024 Spring Week (Investment Banking Division).

**Blackshield & Co. – Sixth Form Insight Programme** Jul 2023

- Shadowed Restructuring, Consumer Retail & Leisure, Industrials, and Business Services teams across a week.
- Took part in an M&A case study on OilSat merger with ThreeWeb, discussing rationale, valuation and execution.

**Hawkeyes – Sales Assistant/Cutter** May 2021 – Jun 2023

- Worked within a team of 60 at London's most elite bespoke tailor, personally covering 35 clients in 15 countries.
- Delivered an aggregate sales amount of £1.5m whilst becoming salesperson of the quarter in 3Q 2022.

## EXTRA-CURRICULAR ACTIVITIES

**LSESU Business and Investment Group – Alternatives Subcommittee** Sep 2023 – Present

- 1 of 4 selected from 100+ applicants to host industry professionals and M&A workshops at the LSE.
- Coordinated extensive outreach efforts to cooperate sponsors as well as public sector institutions for sponsors.

**BIG Capital – Bootcamp Trainee** Sep 2023 – Present

- 1 of 40 students selected to participate in 8-week training course through BIG Capital, LSE's student fund.
- Produced a pitch on REBU, shorting the stock due to increasing regulatory scrutiny on the sector.

**LSESU Basketball Society – First Team** Sep 2023 – Present

- Trained up to 10 hours a week to optimise performance and lead team of 5 students to win Michaelmas tournament.
- Worked alongside coaches to improve team tactics, applying new tactics to improve efficiency by 37%.

**Winton College Economics Society – President** Sep 2020 – Jun 2022

- Elected to Eton's largest society with 50+ members to host events ranging from speakers' series to seminars.

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- Volunteered as economics mentor to younger students, teaching them macroeconomic principles on rates.

## OTHER ACTIVITIES

**Languages:** English (native), Spanish (native), Greek (native), Mandarin (limited working proficiency)

**Volunteering:** Police Cadets (Team Leader), Army Reserves, Charity Representative

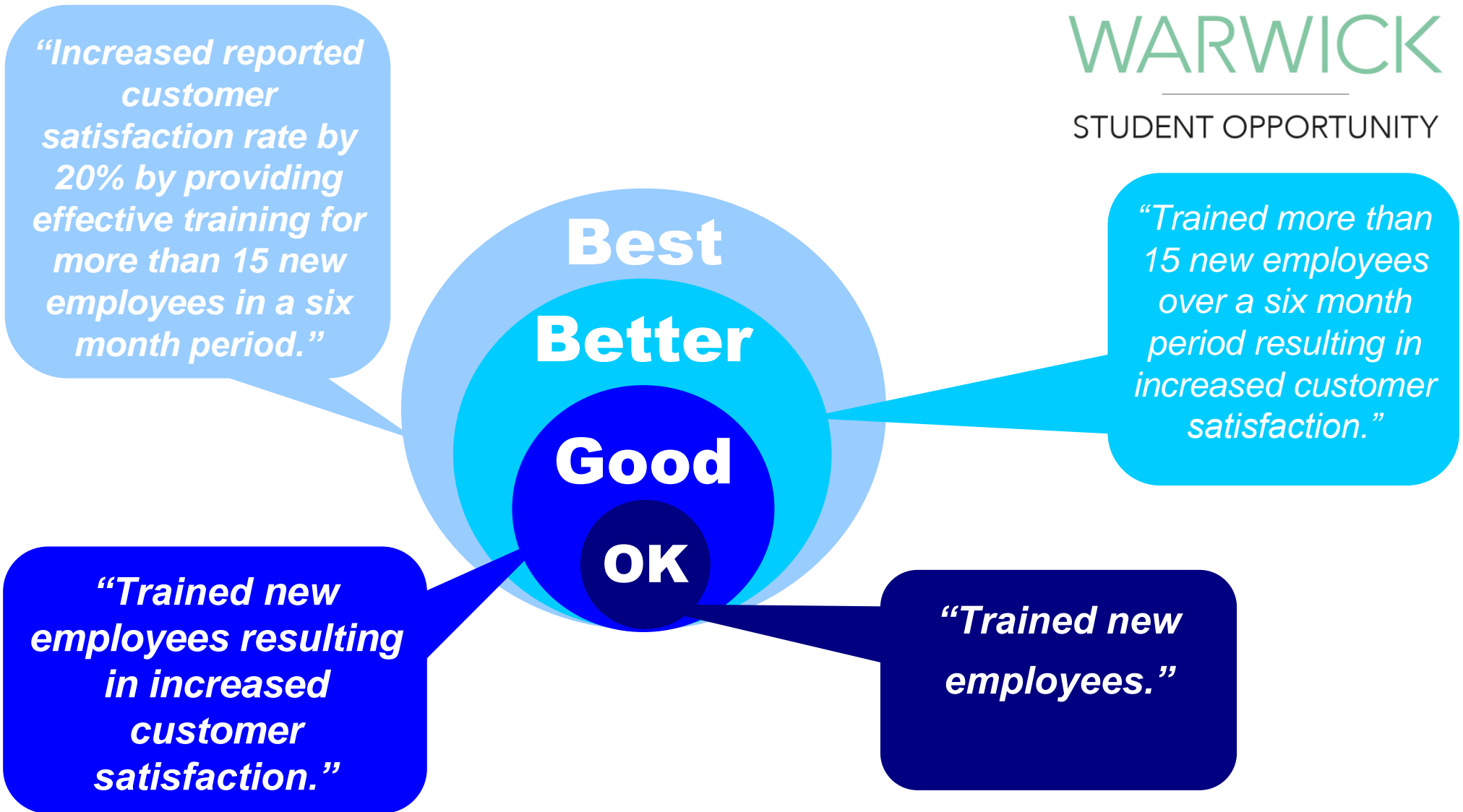
**Interests:** Football, Greek Mythology, Arabian Philosophy, Origami, Snooker and Dart

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## STUDENT OPPORTUNITY

# Be specific to show your relevant skills





# Impactful language

- **Start lines with action words**
- **Whole sentences unnecessary**
- **Qualify AND quantify**
- **Include skills/qualities firm wants**
- **Reflect the firm's culture/values**
- **Avoid repetition**

Read our CV writing style guide and action word list:  
[CVs \(warwick.ac.uk\)](https://www.warwick.ac.uk)

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- Collaborated....
- Developed...
- Managed...
- Led...
- Initiated...
- Created...



# MOTIVATIONAL STATEMENT/S

eg Why us? What parts of your studies are relevant?

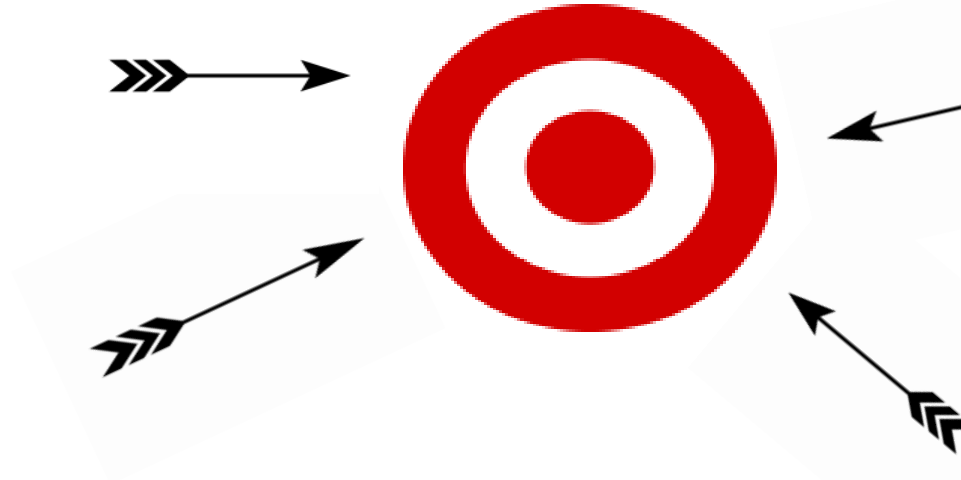
**Most important**

**200-300 words**

**For 'Why us?' Try Rule of three**

1. Why that firm? (100)
2. Why that division/s? (100) *NB no more than 3 divisions*
3. Why you? (100)

- Evidence required skills
- Align with firm's values
- Highlight how you have learnt about the firm
- Interest in firm's projects/approach/clients etc
- Commercial awareness
- Passion for investment banking
- Correct spelling and grammar & correct employer name (!)



# FINDING VACANCIES & RESOURCES



# FINDING VACANCIES

## At Warwick

- [MyAdvantage](#) vacancies lists
- Careers Fairs & Employer Events/Talks
- Dept weekly newsletters

## Externally

- On company websites
- <https://www.gradcracker.com/>
- <https://www.efinancialcareers.co.uk/>
- [www.brightnetwork.co.uk/](http://www.brightnetwork.co.uk/)
- <https://targetjobs.co.uk/>
- <https://www.ratemyplacement.co.uk/>
- LinkedIn
- Student Society messages

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# Application Advice

## Useful Resources

- [Breaking into Wall Street 3 interview videos](#)
- [IB role specific question preparation](#)
- [www.mergersandinquisitions.com/](http://www.mergersandinquisitions.com/)
- <https://breakingintowallstreet.com/>
- [The absolutely perfect investment banking CV](#)
- [Investment Banking Resume Template](#)
- [Spring Week Guide](#)
- [Banking Careers Guide | Banking Jobs Guide](#)

## Application/CV Workshops

Careers Service. Employers. Virtual & In-person  
Diversity Schemes

## Careers Service Application check

Book a [15 minute careers appointment](#)



**GOOD LUCK**  
**Any questions?**

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