www.pwc.com/middle-east/careers

Seeing myself with a brilliant future

Graduate opportunities





The number of countries covered by our Middle East network



Our people make us stand out as a firm – and because we have such high expectations of them, we invest heavily in their development.

Warwick Hunt

Middle East Region Managing Partner



We work with our clients – from start-ups to the world's leading organisations – to measure, protect and enhance the things that matter most to them. We help our own people to learn, discover, develop and make a real difference all the way through their working lives. And we have big ambitions to grow. Talented graduates are vital to those ambitions – and nowhere more so than in the Middle East, Established in the region for over 40 years, we already employ over 2,500 people across Bahrain, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Oman, Palestine, Oatar, Saudi Arabia and the United Arab Emirates. What's more, we're on course to become the Middle East's number one professional services firm. If you're serious about a career in business. we don't think anyone else can help you develop faster or further.



Our business areas

Find out about our business and decide where you'd like your personal growth to start.

Training and development 11

How we broaden and deepen your knowledge.

Our responsibilities

15

We're here to help business grow across the region. And we aim to make a difference for our clients.

All about you

Find out about our selection process and the qualities that will make you stand out.



Our business areas

Tackle burning business issues and complex commercial challenges. Come up with ideas to boost the performance of all sorts of organisations. Work with experts and benefit from their advice. If you have plenty of drive and initiative, you'll learn and contribute more at PwC than you thought possible. Although you're likely to join us in Assurance, where we have most of our graduate openings, we do recruit a few graduates into Tax and Advisory.

Quick facts

Benefit from arguably the best business training going

Spend lots of time working directly with clients

Gain an ACCA, ACA or CPA qualification

Assurance

In this business area, you'll be part of a team that audits a huge range of blue-chip companies as well as many smaller organisations, tailoring its approach to each and every one. You'll get to grips with every aspect of clients' activities, then advise them on whether what they're doing is sustainable, profitable and legal.

To begin with, you might be tackling basic sections of client audits such as checking financial records, reviewing assets, attending stock counts, collating company information and testing controls. But whatever your specific responsibilities you'll constantly put theory into practice and make the most of your strong project management skills – particularly from January to March after companies close their books at the end of the financial year. This is our busy season, when we work even more closely with our clients and strengthen our relationships with them. You'll be under pressure – but you'll also have loads of opportunities to learn, put vour skills to the test and show what you can do. Whatever the time of year though, you'll help to make sure we provide value for our clients without compromising on quality.

It's critical work that underpins investor confidence, adds real value to our clients' businesses and develops the market economy.

Our client list is prestigious and particularly strong in the hospitality, government, construction, Fast Moving Consumer Goods (FMCG) and oil & gas sectors. You'll spend a great deal of your time working closely with your clients on their sites and building your knowledge of a key industry sector. And you'll develop the business skills, knowledge and relationships you need to do well in a career that's about so much more than numbers.

By going beyond the obvious and developing real insights into a client's markets, technology, people and management, as well as its finances, you'll deliver truly informed advice. Your curiosity is key – as is your ability to take on new challenges with flexibility, agility and intelligence. These qualities, plus the fact we're passionate about making a difference to our clients, set us apart.

Most of our Middle East openings are in Assurance. Visit our website to find Assurance opportunities in the country of your choice.

Advisory

Quick facts

See close up how different organisations work

Work with experts and learn how to advise on all kinds of business issues

Join us here and your ideas and expert advice will guide all sorts of public and private sector clients through major deals, organisational changes and strategic decisions.

Our team's expertise – which encompasses deals, valuation strategy and corporate finance – helps steer clients through crises and disputes, and maximise the value of transactions while reducing risk. You'll see close up how different organisations work, learn how to tackle all kinds of business problems and build a range of core skills whichever of the following areas you initially work in.

A tough economic climate, rapid market changes, new competitors, disruptive technologies, strategic errors – any or all of these can plunge a company into serious financial distress.

In Business Recovery Services

you'll get stuck in to everything from speeding up mergers and acquisitions, to advising under-performing businesses on restructuring or refinancing, and helping them find the best way forward.

In *Corporate Finance* you'll support clients involved in any form of corporate or public/private transaction, helping them acquire, invest in and dispose of assets, and raise finance. You'll also advise public sector clients on things like securing private sector funding to build new roads and schools, improve rail services and modernise hospitals.

In *Valuations and Economics Consulting* your expert advice on the commercial worth of assets will help clients make strategic decisions around, for instance, business deals or restructuring; meet regulations covering areas such as taxation or financial reporting; and sort out disputes. That means developing in-depth industry knowledge, technical valuation skills and the ability to analyse financial, economic, regulatory and strategic factors.

In **Due Diligence** you'll support clients on mergers and acquisitions, gaining the skills you need to analyse and advise throughout the life of the deal.

Visit our website to see if there are any Advisory opportunities in the country of your choice.

The number of years we've been established in the Middle East

Tax

Quick facts

Help companies make some of their biggest decisions

Learn how to understand a company's DNA

Learn everything the fastest-growing tax practice in the Middle East can teach you. As the first firm to establish a specialist tax practice in the region, we've developed a market-leading reputation for innovative tax solutions. We work with all types of businesses – governments, banks, investment houses, multinationals, family businesses and private individuals. And we have wide-ranging international and regional experience. Our work tends to focus on compliance, corporate, international restructuring and mergers and acquisitions. We're also experts in Outbound Tax – advising US headquartered organisations on the tax implications of their activities outside the US.

You'll develop the know-how to help organisations be more efficient and reduce the tax they pay, all while keeping pace with regularly changing tax rules both at home and overseas. Your projects could range from preparing annual accounts and restructuring international property portfolios, to buying a business. But you won't just react to immediate needs. You'll also use your initiative and industry insight to solve complex, long-term problems.

Not only will you be joining a practice with unrivalled local resources. You'll also be part of an exceptional international network of almost 35,000 tax specialists. The Global Tax Monitor recognises PwC as the leading tax adviser globally by reputation, with a very strong lead over the competition. And that gives you a tremendous amount of knowledge and experience to draw on.

Visit our website to see if there are any Tax opportunities in the country of your choice.



PwC is the leading provider

of tax services worldwide



Training and development

We recruit the best. Then we make them even better. So if you're about to graduate and simply want the best possible start, you'll find we're totally committed to bringing out the best in you.



3.0 Your required GPA,

Your required GPA, or a 2:1 degree from a UK university

Our graduate training programme is underpinned by a development framework that broadens and deepens your knowledge. There are a number of key elements all designed to help you gain skills you can use right across the firm.

Professionally speaking

In your first two to three years you'll focus on getting a good balance of business, personal and technical skills. Obviously, becoming professionally qualified will be a key part of this. You can choose to study for an Association of Chartered Certified Accountants (ACCA), Association of Chartered Accountants (ACA) or Certified Public Accountants (CPA) qualification.

Popular, widely respected, and internationally recognised, these qualifications give you a great grounding in accounting, audit and assurance, business and finance, business strategy, financial management, financial reporting, law and taxation. For many, working towards a professional qualification is a big part of the technical training. It's a steep learning curve that calls for lots of self-discipline and motivation, but we sponsor and support you in full. What's more, we'll encourage you to excel in your exams with a support network of other students and experienced tutors. You can find out more about the professional qualifications we offer on our website.

Experienced guides

Advice and guidance are other things you can count on – from your buddy, who'll help you settle in; a partner or director mentor who'll boost your understanding of both us and your longer-term opportunities; and a coach, who'll have frank, open and regular conversations with you about your development goals.

On the move

You'll have the chance to try new things too. You might work in different teams and offices; sample different clients and projects; try out new roles and even other business areas. It will all help you progress in line with your goals as well as our ever-changing needs.

A unique approach

Of course, you will also learn an enormous amount from the day-to-day work you do and the industry experts you work alongside. At the same time, you'll build an in-depth understanding of our values and behaviours. We always do the right thing for our clients, our people and our communities; deliver exceptional value with integrity, confidence and humility; support each other and our communities; and have the courage to express our views, even when they're not popular.

Internally, this approach to everything we do is known as the PwC Experience. And it defines our success.

Seeing myself making a positive impact

Along with colleagues across the globe, we switched everything off on 27 March 2011 for Earth Hour.

From cricket to photography, there's a huge range of clubs to join. And if you don't find one you like, you're welcome to start one.

300

members who

The number of staff

donated blood across

the Middle East firm.

You can socialise and network at firmwide events, business area events, an end of training social event and regular networking dinners with Partners.

PwC Middle East has launched a Women in Business initiative to help attract, develop and retain more women.

11

The number of offices in the region that now have Corporate Responsibility representation.

10

This many people from PwC Bahrain took part in the 2011 Bahrain Marathon Relay.

12,500

The amount of USD our region raised for the Against Malaria Foundation.

10

Countries in the region that took part in our Dress in Pink Day. With matched giving from the firm, they raised USD 12,250 to breast cancer research.



All about you

Before you apply to us you need to know what we're looking for and be able to say how your experiences and achievements inside and outside university can add value to our business.

Exceptional results

Of course you'll need to be bright to add value here. So although your degree subject isn't important, your grade is. We look for at least a GPA of 3.0 or, if you've graduated from a UK university, a 2:1 or above.

Weigh up your strengths

There's more to our people than intellect. As well as an impressive academic track record, you'll need to show us you have the following skills all the way through the assessment process:

Flexibility – to handle changing priorities and workloads positively

Teamworking skills – to take on your fair share and work with others to get results

Courage and integrity – so you're always up for a challenge and do the right thing by clients and colleagues

Commercial awareness – so you're up to date with the latest business thinking and trends

Great communication skills – to listen, persuade and put your point across.

Know what you're signing up for

A professional qualification gives you knowledge and credibility. So although juggling work with study is tough, the rewards are well worth it. Getting qualified will be a big part of your first few years. But if you're ready to invest plenty of effort and commitment, we'll give you our full support, including time off to study. Once you qualify, we'll carry on helping you balance work with life outside it.

Don't want to join straight away?

Then apply for a deferred entry position. You'll have the chance to do whatever you want until spring 2013. You can go travelling, do charity work, even sail single-handedly around the world safe in the knowledge that a great career is waiting for you at the end of it.

Quick facts

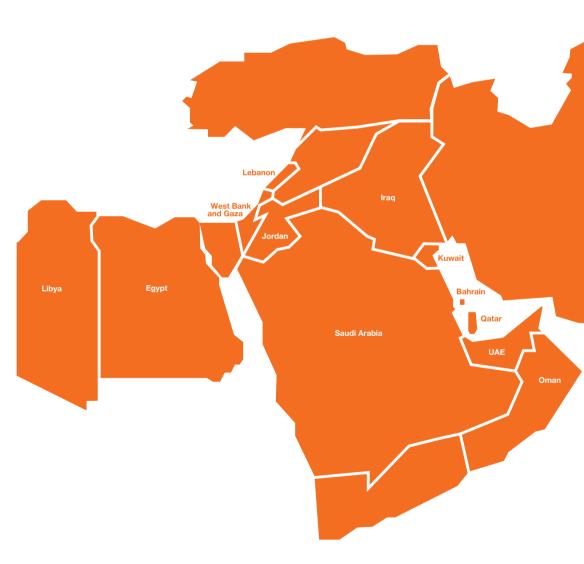
Our selection process helps you show us what you're capable of

You'll need at least a GPA of 3.0, or a 2:1 degree from a UK university

Most of our opportunities are in Assurance, fewer in Advisory and Tax. Visit our website to see what we have, where



Our offices across the Middle East



Employability skills

The skills and competencies you need to join us – and how you might have gained them.

Getting the most out of others – and yourself

Developed skills outside your degree? Done voluntary work? Coached a team?

Making yourself heard

Given a presentation? Written a speech? Influenced a key decision?

Going that little bit further

Suggested ways to do something better? Taken up an evening class? Shared your knowledge with others?

Supporting other people

Led a group? Worked in a team? Adapted your style to work better with others?

Showing loyalty

Built relationships on a work placement? Networked with people from other courses? Been a regular member of a club or society?

Staying calm

Diffused a difficult situation? Taken on a mundane task enthusiastically? Spoken up when you felt something wasn't right?

Always having a plan B

Organised a big event?
Looked after the finances
of an organisation?
Put a contingency plan into
action?

Being adaptable

Tried new things outside your comfort zone? Taken on extra jobs at work at short notice? Stayed late to get things done?

Knowing how to add value

Really got to know a business or industry? Researched the professional qualification you might do?

Always offering a helping hand

Made a club or society better? Gone to extra lengths for a customer or colleague? Gone above or beyond expectations in a job?

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PricewaterhouseCoopers provides industry-focused assurance, tax, and advisory services to build public trust and enhance value for its clients and their stakeholders. More than 163,000 people in 151 countries across our network share their thinking, experience and solutions to develop fresh perspectives and practical advice.

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