



2026

Investment Banking Brochure

5 Months of Instructor-Led
Job-Ready Investment Banking Course

Accredited By:





ABOUT US

IIM SKILLS is a premium educational institution founded by **Mr. Vaibhav Kakkar** in 2015, backed by over a decade of industry and academic excellence. We are committed to delivering high-quality, skill-based education aligned with evolving industry standards and real-world business requirements.

In the field of **Finance**, **IIM SKILLS** offers specialized, career-oriented programs designed to make learners job-ready for the dynamic financial ecosystem. Our finance offerings include courses in **Investment Banking, Financial Modeling, Financial Analytics, Business Accounting, GST**, and **ACCA**.

Each program is structured with a practical, hands-on learning approach, emphasizing real-world financial scenarios, case studies, live projects, and industry-relevant tools to ensure learners gain applied expertise and professional confidence.

Beyond training, **IIM SKILLS** provides comprehensive career support, including mentorship, resume building, interview preparation, and industry exposure, enabling learners to confidently step into finance roles.

Headquartered in Delhi NCR, **IIM SKILLS** operates with a strong pan-India presence, supporting students across India with expert guidance, industry-aligned curriculum, and continuous learning support.

MEET OUR FOUNDER



Vaibhav Kakkar is the **Founder & CEO of IIM SKILLS**, a global EdTech leader committed to making professional education practical, affordable, and **career-transforming**. Over the years, he has delivered corporate training and consulting for prestigious organizations such as **Tata Projects, KPMG, WSP, Adani Power, the Indian Navy, and the Ministry of Tanzania**.



PEOPLE BEHIND YOUR SUCCESS



Vaibhav Kakkar

Chief Executive Officer



Deepanshu Jaiswal

Chief Operating Officer



Vathana Baburao

Vice President



Varun

Strategic Finance Advisor



Shiva Shrivastava

Program Head



Jai Chadha

Product Delivery Associate



Rohan Chopra

Placement Coordinator



Nishant Raj

Placement Coordinator



The P.L.A.C.E Framework:

This model is built on the philosophy of "**Learning by Doing**", ensuring that by the time you reach the job market, you already have the experience of a working professional.

P

Practical Pedagogy

Traditional courses start with heavy textbooks. We start with Tool-first immersion.

- The Difference: You dive immediately into Advanced Investment Banking Mandates, Financial Modeling and Business Valuation. Instead of watching lectures, you are cleaning raw datasets and automating reports from the first week.
- The Standout Factor: 100% tool-driven training that focuses on the "how" before the "why."

L

Live Implementation

This is the "Simulation Phase." You transition from being a student to a consultant.

- The Difference: You work on 10+ Case Studies and 20+ Live Projects involving brands like JP Morgan, BCG, and Bank of America. You work on real-world assignments for immense practical learning.
- The Standout Factor: You graduate with a portfolio of work that proves you can solve actual business problems.

A

Applied Industry Projects

Theory is useless without execution. We move into real-life financial models and valuation assignments through live and interactive projects.

- The Difference: You aren't just learning concepts; you are also working on live M&A assignments and financial modeling projects. Every module has a mandatory "Implementation Task."
- The Standout Factor: Real-time feedback from industry mentors who review your financial models and valuation assignments as you build them.

C

Career Grooming & Portfolio Building

We prepare you to "win" the interview before you even walk in.

- The Difference: We don't just "check" your resume; we help you build a CV and LinkedIn Portfolio. You are trained in technical communication — the ability to explain complex data to non-financial stakeholders.
- The Standout Factor: Personalized 1:1 mock interviews and resume-shaping sessions focused on Investment Banking roles.

E

Ecosystem Access & Deployment

The final launch via our massive recruitment engine.

- The Difference: You gain exclusive access to the IIM SKILLS Job Portal, backed by a network of 550+ Active Hiring Partners.
- The Standout Factor: Includes a 2-month guaranteed internship to ensure your resume has "Work Experience" listed before your first full-time interview.



The P.L.A.C.E. Framework: 5-Month to Career Mastery

Practical

Excel, PPT & IB
Foundation

Live

Interactive Valuation
& Modeling

Appplied

M&A and IPO
Simulation Projects

Career

Pitch Book &
Interview Grooming

Ecosystem

550+ Global Hiring
Partners

Feature

Traditional Training

IIM SKILLS P.L.A.C.E. Model



Training Delivery



Theory-heavy lectures &
PDF reading material



**100% Practical & Tool-Driven
(Building from scratch)**



Excel & Modeling



Filling in pre-made 'fill-in-
the-blank' templates



**Build CIMs, Pitch decks, Financial
and Valuation Models**



Industry Exposure



Generic, outdated case
studies with no context



**Real-world Merger & IPO case
studies with ROI analysis**



Work Experience



No practical work
experience provided



**Guaranteed 2-Month Virtual
Internship**



Placement Support



Basic job alerts or only
'Interview Tips'



**Direct access to 550+ Active
Hiring Partners**



Guaranteed Job Readiness

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Get Trained by **INDUSTRY EXPERTS**



Varun
Strategic Finance Advisor



Vathana Baburao
Vice President



Vikas K.
Investment Banking Expert



Tushar B.
Financial Modeling Expert



Dr. Swati N.
Finance & Accounting Expert



Shubham S.
Financial Modeling Expert



Vijayalakshmi M.
Data Visualization Expert



Rajkumar A., CFA
Investment Banking Expert



People Who Achieved Their **CAREER OBJECTIVES THROUGH US!**



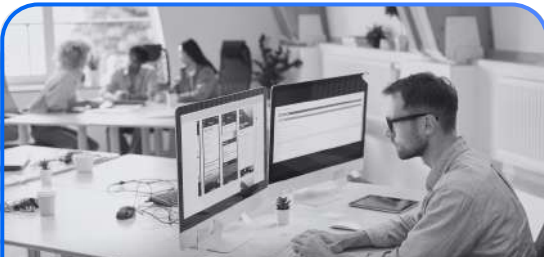
College Students

Ideal for students who want to build a strong foundation in Investment Banking and corporate finance using practical, hands-on learning.



Fresh Graduates

Designed for graduates aiming to start careers in investment banking, equity research, corporate finance, and financial analysis.



Working Professionals

For professionals looking to upskill in investment banking to advance into analyst, finance, or strategy-focused roles.



Career Switchers

Perfect for individuals from non-finance backgrounds who want to transition into investment banking and finance roles with structured training.



Finance & Business Professionals

Helps finance and business professionals strengthen decision-making through advanced investment banking techniques.



Entrepreneurs & Freelancers

For founders and freelancers who want to use financial models to evaluate business performance, forecast growth, and raise funding.



PAST PLACEMENTS



Sujata Patil

Finance Associate
▼
Finance Executive



Rohit Iyer

Equity Research Associate
▼
Sales Manager



Supriya Patil

Student
▼
Financial Analyst



Chandan Mehta

Finance Intern
▼
Finance Consolidation



YASH GUPTA

Finance Consolidation
▼
Audit Tax Manager



Nitin Medatwal

Articled Assistant
▼
Financial Analyst



Gallagher
& Mohan



Amit Pal

Student
▼
Financial Analyst



Sonia Mathur

Financial Analyst Intern
▼
Growth Equity Analyst



PINKY SINHA

Financial Analyst Intern
▼
Senior Analyst



Course Curriculum

What is Investment Banking?

Investment banking is a specialized area of finance that helps companies, governments, and institutions raise capital, manage large financial transactions, and make strategic business decisions. Investment banks assist in activities such as mergers and acquisitions (M&A), initial public offerings (IPOs), debt and equity financing, business valuations, and corporate restructuring.

By providing financial advisory, valuation analysis, and deal execution support, investment bankers help clients grow, expand, and maximize value while managing financial risk. Investment banking plays a critical role in connecting businesses with investors and facilitating major economic transactions.

Introduction to Investment Banking and Core Services

i. Investment Banking Overview

Understanding investment banking and the types of investment banks.

Skills:

Classification of banks

Client segmentation

Tools:

Bulge Bracket

Mid-Market

Boutique Banks

Excel

Python

Power BI

ECM

DCM

ii. Investment Banking Deal Lifecycle & Core Services

Learn how investment banking deals move from mandate to deal, along with key steps involved.

Explore the services offered and their impact on clients.

Skills:

Documentation

M&A Advisory

PitchBook

Tools:

Excel

CapIQ

Bloomberg



Course Curriculum

Core Finance and Accounting for Bankers

i. Financial Statements & Ratio Analysis

Understand how financial statements work, reporting formats, and how to analyze them using different financial ratios.

Skills:

Financial Statements

DuPont Analysis

Tools:

Financial Ratio Analysis tools

Accounting Frameworks

Income Statement

Cash Flow Statement

ii. Revenue Recognition and Working Capital

Find revenue and cost recognition, and how inventory, receivables, and payables affect business cycles.

Skills:

Recognition policies

Accrual/cost accounting

Working Capital Analysis

Tools:

Deferred revenue

Prepaid expenses

Working capital analysis

iii. Cash Flow Interpretation & Financial Statement Analysis

Understand accounting adjustments, cash flow interpretation, and hands-on Excel-based financial statement analysis for valuation.

Skills:

Reconciling cash vs. profitability

Financial Statement Analysis

Stock-based compensation

Lease accounting

Tools:

Excel

Cash flow methods

Accounting adjustments

Excel and PowerPoint Mastery for Investment Bankers

i. Excel for Finance & Financial Modeling Techniques

Master Excel from core to advanced level, including the formulas, shortcuts, financial modeling, and analysis.

Skills:

Sensitivity and scenario analysis

Excel formulas

Financial modeling

Tools:

Excel

Model automation

Scenario and sensitivity analysis/goal seek



Course Curriculum

ii. Visual Storytelling in Finance and Cross-Tool Integration

Create professional, investor-ready presentations with advanced visual storytelling and cross-tool integration.

Skills:

Teaser, CIM, & pitchbook creation

Slide design

Visual Storytelling

Embedding dashboards

Tools:

PowerPoint

Financial Visualization tools

Excel-PowerPoint Integration

VBA/Python

Financial Modeling Techniques and Applications

i. Model Architecture & Cost Driver Modeling

Understand formatting standards and structure financial models with dynamic controls and industry-specific revenue and cost drivers.

Skill:

Dynamic controls

Top-down/bottom-up approaches

Revenue Modeling

Tools:

Model architecture

Assumption Tab

Error-checking

ii. 3-Statement, Scenario & Sensitivity Modeling

Build integrated three-statement financial models with scenario analysis, sensitivity testing, and output dashboards.

Skills:

Forecasting

Best/base/downside modeling

Formatting & Index Automation

Tools:

Excel

Fund-level cash flow models

Waterfall templates

Business Valuation and Deal Structuring

i. Valuation Approaches, DCF & Relative Valuation Models

Understand DCF, Relative & NAV valuation methods along with financial metric interpretation.

Skill:

DCF Analysis

Sensitivity testing

Relative Valuation

EV/EBITDA, P/E, EV/Sales, PEG, Price/Book interpretation

Tools:

DCF models

Transaction analysis

Valuation multiples

Course Curriculum

ii. Deal Structuring and Valuation Output

Master deal structuring, control dynamics, and communicating valuation outputs.

Skill:

Deal Structuring

Valuation output presentation

Tools:

Deal structuring frameworks

Pre/post money

Advanced Investment Banking Practices

i. M&A, Restructuring, & Turnarounds

Analyze MRR, CAC, LTV, and cohort retention for subscription-based models.

Skills:

Buy-side/sell-side deals

SPA negotiation

Turnaround strategy

Capital restructuring

Tools:

Stakeholder management tools

NDAs/SPA/VDR Setup

Turnaround frameworks

ii. LBOs, Financial Instruments, and ESG, Impact Investing

Learn about LBOs, SPACs, PIPEs, and Hybrid Instruments. Understand the role of investment banking in ESG and impact investing.

Skills:

LBO model building

Risk-return assessment

IB Advisory

ESG-focused financing

Tools:

Cash sweep/IRR waterfalls

SPACs, PIPEs, & Hybrid Instruments

ESG due diligence frameworks



Course Curriculum

AI, Automation, and Emerging Tools in IB

i. Python for Financial Analysis and Power BI & Tableau Dashboards

Understand the use of Python for financial analysis and forecasting, along with creating dashboards using Power BI and Tableau.

Skills:

Data Extraction

Forecasting

Regression

Dashboards

Tools:

Pandas

NumPy

Matplotlib

Seaborn

M&A dashboard

ii. Workflow Automation and ChatGPT

Know how bankers utilize ChatGPT and AI assistants. Learn how to schedule tasks.

Skills:

Prompt Engineering

VBA/Formula Generation

Deal process tracking

Task Scheduling

Tools:

ChatGPT

Notion

Slack

Zapier

Final Capstone and Industry Simulation

i. Capstone Project: End-to-End IB Transaction Simulation

Identify buyer/seller, build valuation models, and prepare peer-reviewed presentations.

Skills:

Valuation modeling

IB Transaction analysis

Presentation

Tools:

Pitchbook creation

Presentation tools

Financial models

ii. Certification & LinkedIn Project Guidance

Get guidance regarding LinkedIn optimization and portfolio-building for job applications

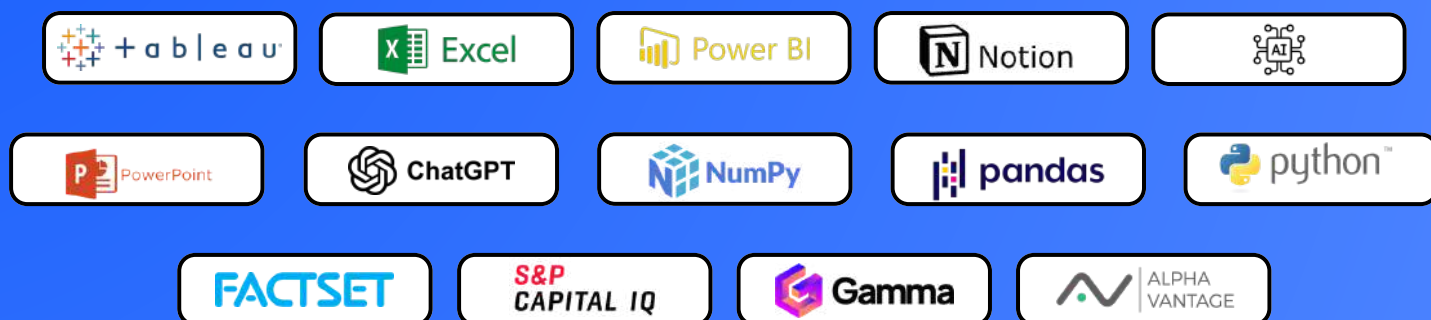
Skills:

Portfolio-building

Tools:

LinkedIn posting template

Tools You Will Master



These tools power modern investment banking, supporting accurate data preparation with Excel, clear financial dashboards via Power BI and Tableau, and advanced forecasting, budgeting and decision-driven modeling techniques.

Our Hiring Partners



Industry Relevant Projects

Work on **10** real-world investment banking models and participate in case-study workshops to master industry standards.

PROJECT 1

LBO Case Study

- Analyze LBO mechanics, debt structuring, & value creation strategies in private equity.
- Build a comprehensive LBO model using Hilton's financials.
- Simulate the role of a private equity analyst in evaluating a real buyout transaction.

PROJECT 2

M&A Deal Analysis

- Examine the strategic rationale, synergy estimates, and deal structure in this landmark acquisition.
- Conduct valuation through deal comps and synergy modeling.
- Replicate the work of M&A bankers on multibillion-dollar deals.

PROJECT 3

IPO Simulation

- Explore the IPO process, including valuation and investor-positioning strategies.
- Prepare an IPO valuation model and conduct pricing analysis.
- Deliver a mock investor presentation.

PROJECT 4

Equity Research Report

- Evaluate business fundamentals, market positioning, and long-term growth.
- Develop a full equity research report, including a valuation and recommendations.

PROJECT 5

Trading & Transaction

- Apply valuation methodologies using comparable company and transaction data.
- Build models & create a football field chart to replicate a core investment banking task

PROJECT 6

Real Estate Financial Model

- Understand rental yield, cap rate, and IRR in real estate.
- Create a property-level financial model including cash flows, capital expenditures (CapEx), and exit valuation.

PROJECT 7

13-Week Cash Flow Model

- Forecasting weekly cash flows and managing short-term liquidity.
- Build a 13-week cash flow model for a retail business under stress.

PROJECT 8

Private Equity

- Analyzing LP/GP distribution rules and carried interest.
- Construct a fund-level return waterfall and model distributions under different scenarios.

PROJECT 9

Teaser + Pitch Deck

- Create concise marketing materials for potential investors.
- Draft a 1-page teaser and a full pitch deck demonstrating sell-side M&A workflows.

PROJECT 10

Accretion/Dilution

- Understand the impact of M&A on EPS.
- Build financial models using projected statements and deal assumptions.
- Analyze deal structure from shareholder POV.



OUR COURSE/ INTERNSHIP CERTIFICATIONS



INVESTMENT BANKING PROGRAM FEE

SELF-PACED PROGRAM

- ✓ Self-Paced Online Recorded Lectures
- ✓ 300+ Hours of Course Delivery
- ✓ 5 Global Accredited Certificates
- ✓ 1-Year LMS Access
- ✗ Group Mentorship
- ✗ WhatsApp Community
- ✗ 2-Month Virtual Internship
- ✗ Placement Support

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- ✓ Group Mentorship
- ✓ WhatsApp Community
- ✓ 2-Month Virtual Internship
- ✓ Placement Support

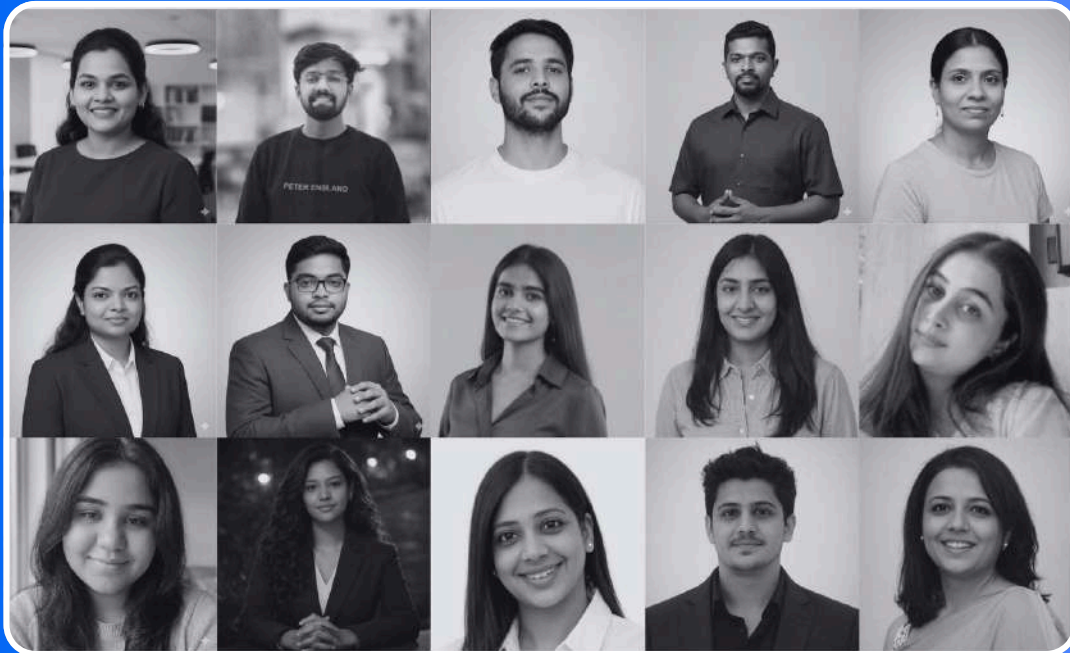
Enroll Now

INR 49,900 + 18% GST

Virtual internships are part of IIM SKILLS in-house, non-paid internship programs. Paid internships are offered through partner firms, subject to interview clearance. The stipend may vary depending on the company.

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Thank You



Contact Us

Thank you for your interest in IIM SKILLS. We look forward to being a part of your learning journey and helping you build a successful, skill-driven career.