



# 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**.



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# 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



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# 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.



## 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."



## 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.



## 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.



## 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.



## 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

### P ractical

Excel, PPT & IB Foundation

### L ive

Interactive Valuation & Modeling

### A pplied

M&A and IPO Simulation Projects

### C areer

Pitch Book & Interview Grooming

### E cosystem

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**  
Join Free Demo Class Today



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# Get Trained by **INDUSTRY EXPERTS**



**Varun**  
Strategic Finance Advisor



**Vathana Baburao**  
Vice President



**Vikas K.**  
Investment Banking Expert



Grant  
Thornton



**Tushar B.**  
Financial Modeling Expert



**Dr. Swati N.**  
Finance & Accounting Expert



**Shubham S.**  
Financial Modeling Expert

JPMORGAN  
CHASE & CO.



**Vijayalakshmi M.**  
Data Visualization Expert



**Rajkumar A., CFA**  
Investment Banking Expert

SG Analytics  
Life is Possible



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# 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.



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# PAST PLACEMENTS



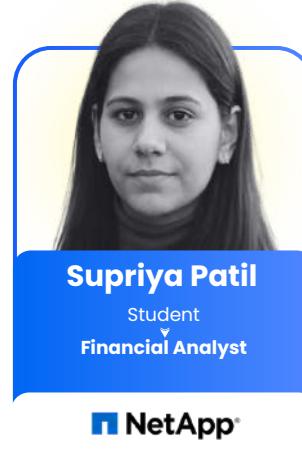
**Sujata Patil**  
Finance Associate  
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Finance Executive

**ICICI PRUDENTIAL LIFE INSURANCE**



**Rohit Iyer**  
Equity Research Associate  
▼  
Sales Manager

**IDBI BANK**



**Supriya Patil**  
Student  
▼  
Financial Analyst

**NetApp**



**Chandan Mehta**  
Finance Intern  
▼  
Finance Consolidation

**Pidilite**



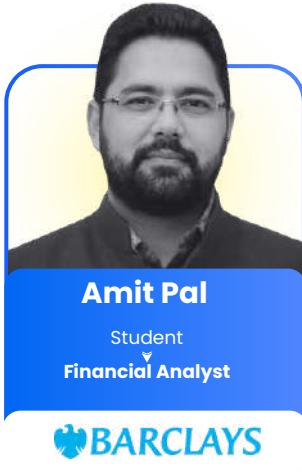
**YASH GUPTA**  
Finance Consolidation  
▼  
Audit Tax Manager

**HSBC**



**Nitin Medatwal**  
Articled Assistant  
▼  
Financial Analyst

**Gallagher & Mohan**



**Amit Pal**  
Student  
▼  
Financial Analyst

**BARCLAYS**



**Sonia Mathur**  
Financial Analyst Intern  
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Growth Equity Analyst

**HEDGE SACHS**



**PINKY SINHA**  
Financial Analyst Intern  
▼  
Senior Analyst

**eClerx**



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# 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



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# 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



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# 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



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# 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



Excel

Power BI

Notion

AI



ChatGPT

NumPy

pandas

python™

FACTSET

S&P  
CAPITAL IQ

Gamma

ALPHA  
VANTAGE

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

accenture

HCLTech

wipro

Infosys®

tcs TATA  
CONSULTANCY  
SERVICES

McKinsey  
& Company

Tiger  
Analytics™

KPMG

KROLL

IBM

genpact

databricks

MANTHAN

POLESTAR  
ANALYTICS

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INTELLIGENCE FOR IMAGINATION

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AMERICAN  
EXPRESS

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Deloitte.

SG Analytics  
Life's Possible

BlackRock

Citi

HSBC

J.P.Morgan

Blackstone

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CRISIL

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Grant Thornton

BARCLAYS

PKC Advisory

Cognizant

visible alpha

mCube

Fitch Ratings

THOMSON REUTERS



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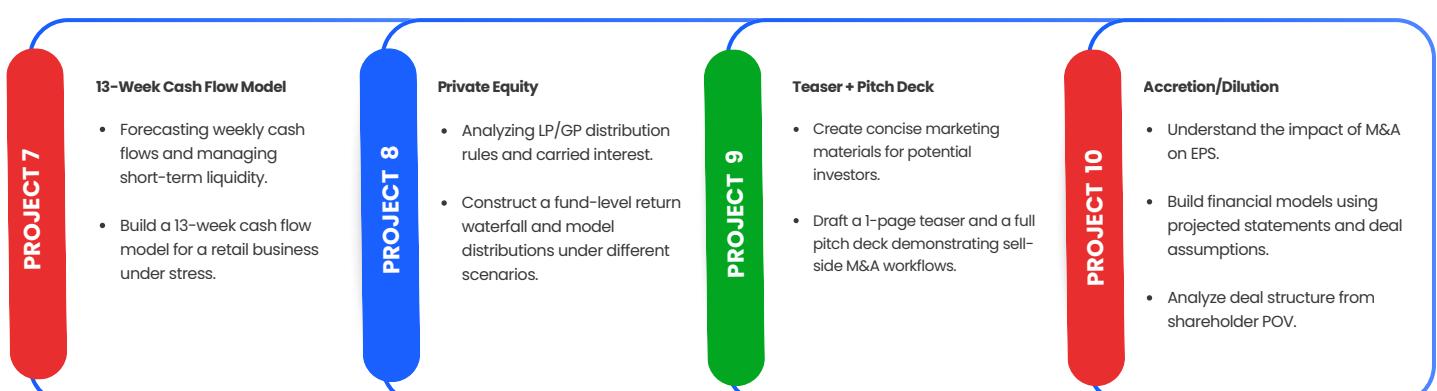
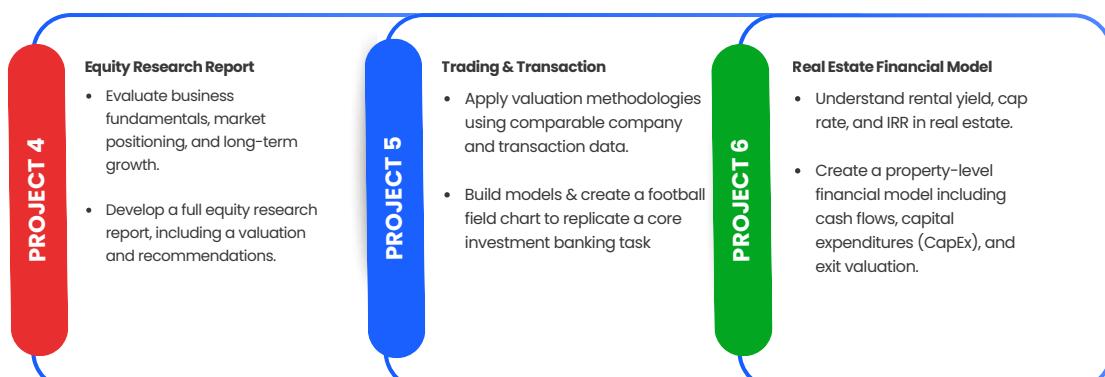
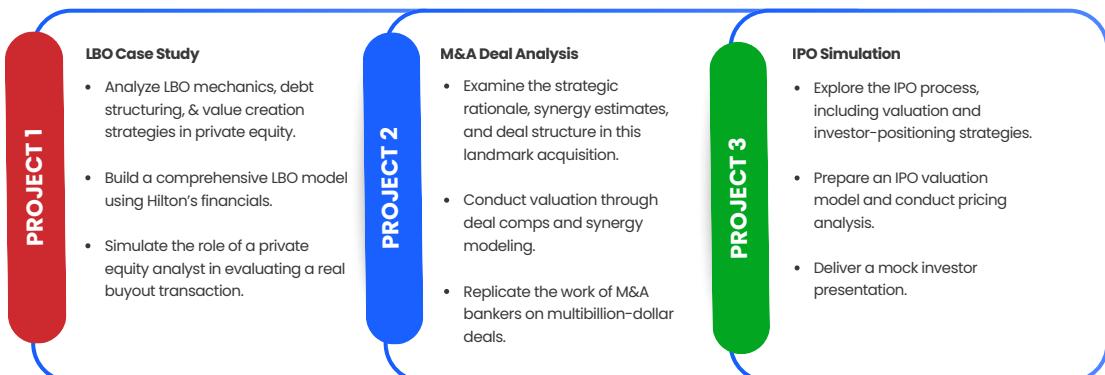


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# Industry Relevant Projects

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





# OUR COURSE/ INTERNSHIP CERTIFICATIONS



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# 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

**Enroll Now**

**INR 29,900 + 18% GST**

**MOST POPULAR**

## MASTER PROGRAM

- 5 Months Live Training
- 300+ Hours of Course Delivery
- 6 Global Accredited Certificates
- Lifetime LMS Access
- 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.