



Goodbody

The Goodbody Graduate Programme 2024

#grads@goodbody | goodbody.ie/graduateprogramme

[01]

We're focused on helping you grow, develop and build a career

Deciding on the right graduate programme and a potential future career path can be overwhelming. At Goodbody, we want to provide you with the information that you need to make an informed decision about applying to our graduate programme.

As a team member at Goodbody, you'll become a part of our **unparalleled legacy** in Ireland's financial services sector. Because of our agility, you will have unique access to development opportunities, working closely with senior managers, contributing to key projects, and your voice will be heard.

In the graduate programme, you'll work in different streams, gaining **first-hand experience** in a variety of business areas. You'll quickly see the importance of verbal, written and interpersonal communication and how that applies in the context of maintaining long-term successful client relationships.

Goodbody's graduate programme is designed to help you **grow, learn, and discover** a career path that is right for you. We want every graduate, regardless of whether they continue their career at Goodbody, to move forward with confidence, enhanced skills and priceless insights.

Introduction

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Message from our CEO

Goodbody relies on its graduate programme to bring new talent, fresh ideas and innovation to the firm.

We are always looking for ways to improve and we've found graduates help us do just that. Our graduate hiring process focuses on bringing in top performing, enthusiastic graduates from a range of disciplines that are excited to join the team, not afraid to contribute ideas and are focused on growing personally and professionally.

We are excited about the diversity, energy, and new skills that this cycle of graduates will bring to Goodbody. In exchange for your hard work, I can promise that we'll be committed to your success, helping you to develop, providing access to high-priority projects and giving continuous feedback.

I've been with Goodbody over 25 years holding various roles that utilise my studies at UCD. There are many reasons why I've stayed at Goodbody for the long-term: the superior calibre of my colleagues, the exciting business opportunities, the diversity of thought that challenges me and a desire to be the best at what we do. Starting your career at Goodbody will put you on a path of professional growth from the very start. It's my belief that there's no better place to begin your career.

We encourage applications from all backgrounds to apply for this programme. I look forward to personally welcoming you to the team.

Martin Tormey,
Chief Executive Officer

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Goodbody is an Irish financial services firm with nearly 150 years of experience working closely with clients. We are a full service, investment-led business that offers wealth management, asset management and investment banking services.

Goodbody has over **360 employees**, working in **four offices** in Dublin, London, Cork, and Galway

A fast-paced, dynamic place to work with room to innovate and develop

Our Culture

At Goodbody, we're proud of the culture we foster and the work that we do. Our culture revolves around effective communication, open collaboration and active engagement. The team at Goodbody is professional, experienced and focused on providing clients with unparalleled service and advice. We invest in our employees and help them to grow and succeed in their careers.

Our Values

Our purpose as a firm is clear, to create long-term prosperity. In order to achieve our purpose, we rely on four values as our guiding principles, do the right thing, be ambitious, make a difference and work as one. These values guide our actions day-to-day and over the long-term. Our values also speak to our commitment to the community, sustainability and universal inclusion for all employees.

Our Offerings

Quality advice, superior expertise and exceptional service are the cornerstones of our offerings. Goodbody covers three core categories of services for entrepreneurs, families, public and private companies. We offer wealth planning, strategic advisory and investment solutions for individuals, families as well as corporates and institutions, including credit unions and charities. Goodbody also operates a full-service investment bank with a sector-led approach including M&A expertise, equity and debt capital markets solutions, as well as sales and research. Our asset management business specialises in active global investment funds with a proven track record in delivering both strong investment performance and innovative, transparent products.

Who we are

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We also offer: competitive salary, study leave, work from home equipment and hybrid working options

You'll always be moving your career forward with our proven network of supports

From day one as a member of the graduate programme, you'll be a valued member of our team. As an employee at Goodbody, you'll always be moving your career forward with the supports that we have in place to help you to be successful.



Comprehensive training

Ongoing training allows you to build upon your existing skills and prepare for future opportunities



Dedicated buddy

Having a go-to person is key to integrating into a company and a professional workplace



Project work

Project work experience is a vital way to learn and discover your interests and talents



Continuous feedback

Learning is achieved by doing and requires constructive, skill-building feedback



Education support

We have a support system in place to help enhance your educational and professional credentials



Networking opportunities

Growing a network of varied colleagues is critical for career progression and knowledge building



Mentor support

Our mentors have been chosen to provide you with supportive guidance that comes from experience



Social events

Socialising is key to building lasting professional relationships and friendships

What we offer

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At Goodbody, we offer our graduates the opportunity to select from up to three work streams that they are most interested in. We believe that this will create better career outcomes for our graduates, and future Goodbody employees who truly love what they do. If you'd like to do your own research, visit each business unit to learn more on www.goodbody.ie

Select from up to three potential work streams

• **Investment Banking - Corporate Advisory**

Our Corporate Broking team, based in London and Dublin, leverages our active Equity Capital Markets (ECM) platform and reputation for best-in-class specialist research to provide high-quality corporate advisory services to global corporate clients and sponsors, including corporate brokings, equity capital markets transactions and investor relations.

• **Investment Banking - Research**

Equity Research is made up of an experienced team of analysts delivering high-quality research, covering more than 90 Irish and international companies, in the following sectors: Financials, Real Estate and Economics, Gaming and Leisure, Airlines and Travel, Food and Beverage, Building Materials, Paper and Packaging, Healthcare and Business Support, and IT Services.

• **Asset Management**

Goodbody Asset Management (GAM) is a boutique asset manager specialising in active global investment funds. The experienced team has a proven track record in delivering both strong investment performance and innovative product solutions. GAM seeks to outperform competitors, by adhering to a structured and transparent investment process.

• **Wealth Management**

The Wealth Management team designs plans to build and protect wealth on behalf of individuals, families, and entrepreneurs, often across generations. This area of the business helps clients create everything from savings plans; complex pension structuring; directors' pension planning, inheritance planning, and investment strategies.

Our work streams

Our graduates are excited to learn, grow and develop

Success in the Goodbody graduate programme is based on your ability to be a team player, your passion for what we do and the contributions you make to the overall organisation. What we look for:



Client focused

Professional approach and presence



Exceptional communication

Written, verbal and interpersonal communication is key



Team player

Commitment to collaboration and teamwork



Focused and driven

A self-starter, focused on achieving goals



Passion for financial services

Aptitude and interest in financial services



Energetic and enthusiastic

A positive presence in the office, and in the programme



Project management

Ability to work on time sensitive projects and prioritise tasks



Strong academics

A minimum 2.1 or higher in your degree

Who we're looking for

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Moyah Flanagan, Graduate

During my time in the graduate program in Goodbody I have been afforded the opportunity to experience several teams within the Wealth Management department, from client facing teams to research-focused teams and also strategy focused teams. Each rotation has provided me with a fresh and exciting outlook on the firm as I got to experience different roles, challenging (but enjoyable) tasks, and new people that supported and fostered my learning and development.”



LuLu Xu, Equity Research Analyst

I joined Goodbody as an Internal Auditor through the graduate programme three years ago and I recently moved to the Research department as an Equity Analyst. Goodbody is not only an excellent place to start my career but also to support my development. The firm has provided me with lots of opportunities to explore the areas that I am interested in and helped me grow. The culture within the company made me feel comfortable to ask questions and learn from people from different departments as they are very friendly, helpful and supportive. Goodbody is a company that will definitely help you achieve your potential and find a career you are passionate about, and my journey started with the graduate programme.”

Recruiting and retaining great people is vital to our future success

Over the years, many of our former graduates have become permanent members of the Goodbody team. While you’re a part of the graduate programme, you’ll be connected with former graduate employees, and they’ll provide you with advice and guidance on how to kick start your career and be successful at Goodbody.



Jack Barber, Project Management Officer

The Goodbody graduate programme provided fascinating insights into multiple aspects and functions of the entire organisation. Whilst working at the company in the graduate programme, I felt incorporated into the organisation as a ‘regular employee’. The programme offered expert sessions and project work which was supported by a rich foundation of knowledge of the company and industry as a whole. No two days were the same in the graduate programme.”

What graduates say about Goodbody

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Goodbody has and will always be a people business, committed to investing in our staff

If you're interested in joining our graduate programme in the future, please visit the Goodbody website at goodbody.ie/graduateprogramme. Here you will find the latest information regarding important dates, timelines and what to expect as a member of the programme.

Applications will open from Autumn 2023 for the 2024 intake of graduates.

Gain virtual work experience, while you wait

If you want to get a taste of what it's like working at Goodbody, we currently offer virtual work experience programmes in partnership with Forage, that are free, and take about 5-6 hours to complete. When you finish, you'll receive a certificate that you can add to your CV and share with your LinkedIn network. We strongly encourage each applicant to complete these virtual work experience programmes. Visit www.goodbody.ie/virtualworkexperience to get started.

How to apply

Contact us

For more information about a career with Goodbody,
please contact our Human Resources team.

T +353 1 667 0400

E careers@goodbody.ie

W goodbody.ie/graduateprogramme

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