



# Leaving BV For Corporate: The Other Side of The Table

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**If you are tempted to leave business valuation for “corporate,” you have questions about making that move.**

Our perspective comes from working with BV professionals for over two decades. Based on those conversations, here are some of the things you should think about.

## **POSITIONS**

Your target positions fall into two broad categories: general accounting and financial/analytical. As you might expect, general accounting includes jobs like Accounting Manager/Director, Tax Manager/Director or Controller. Financial/analytical jobs can be in FP&A (financial planning & analysis), Treasury, Corporate Development, or CFO.

It will be hard to be competitive for general accounting positions without an accounting education and, often, a CPA. You might also need experience in audit or tax (e.g., in public accounting) to get a foot in the door. Financial/analytical positions are a better fit for someone with finance education. Experience in business valuation *can* be more relevant to these jobs.

## **CHALLENGES**

The “corporate” world is different from the world of consulting services. Some people adjust to it (and find that they prefer it) and others don’t. Today you work in a project environment with new clients all the time. When you go to work in corporate, you have one client. The same client every day. How will you react to that?



Surprisingly, the breadth of experience that you see as a positive factor may not look that way to a corporate employer. Let's say you are interviewing for a job in a company that makes yellow widgets. Even though you have valued companies that make red widgets, blue widgets, and green widgets, the interviewer will still point out that you don't have experience with companies that make yellow widgets.

The higher you are in a BV practice hierarchy (and, by extension, in compensation), the more likely it is that people in corporate who are earning what you earn already have many years' experience in their own areas. This makes it difficult to compete when those jobs do come open.

## **NEXT STEPS**

Many a college grad faces the puzzlement: "I don't know what I want to do because I don't know what there is to want to do." You may feel like that when it comes to knowing where to start.

Find someone (or several someones) you can talk with. Invest time off-work researching people on LinkedIn who have a title you are curious about. Look at their profiles. Focus on those who made the move from consulting services. Pick out buzzwords and add them to your searches. Start in your own market for the eventual benefit of a face-to-face meeting. Connect with them. Look for something in the profile that is interesting to you and ask a question about it. If they continue to correspond, then you can ask questions about their job and how they made the transition. Use what you learn to guide your job search.

Find a good recruiter. Once you establish a good relationship via your LinkedIn research, ask for the name of a recruiter that your connection hears from and respects. Reach out to that recruiter to learn what assistance you might expect.

Leaving BV for the other side of the table can feel like an uphill climb. Making that move successfully can take as long as a year. The fact that people do it, though, is your evidence that it can be done. If *you* want to do it, you should get started.