Careers in Management Consultancy
Presentation to
London School of Economics
Masters Students
Monday, 8th October 2012
Don Leslie,
Management Consultancy Recruitment Team, BLT
LONDON
PROUD HOSTS OF THE
GLOBAL RECESSION
• **What** do Consultants do
• **Who** are the Consultancies
• **Why** should I consider Consulting
Specific Issues

• Is Bigger Better? Or Smaller Smarter?
• When/How to apply: cohort/target
• Where are the jobs?
• How do I get one?
• Focus: Europe/Middle East
• Things to think about
• Any questions?
Where will you be?

2023 - 2033
Your Future in Consulting

Your World

• Globalisation
• People
• Business Culture
Your Future in Consulting

Your Work

• Growth
• Technology
• Business Intelligence
Your Future in Consulting

Your Skills

- IT
- Quantitative
- International
MSc £28,000-35,000*
*pre-experience Masters

Source: BLT
Getting Hired
(no previous consulting experience)

• Strategy Consultancies
  Intellectual Horsepower
  Interpersonal Skills

• Market/Function-led Consultancies
  Market/Function experience
  Undergraduate degree relevance
Work Permits

• Be positive
• Know your rights
• Be realistic
Types of Consulting

<table>
<thead>
<tr>
<th></th>
<th>Strategy</th>
<th>Deliver</th>
<th>Operate (outsourcing)</th>
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<td></td>
<td>BPO</td>
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<td>Research &amp; analysis</td>
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The Staffing Model

Finders
Find new clients and sell work

Minders
Supervise the execution of the work

Grinders
Execute the detail of the work
30 international consultancy associations

dfl@blt.co.uk
## The Management Consultancies Association UK

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
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<td>Right Management</td>
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<td>LCP Consulting</td>
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<td>Serco Consulting</td>
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<td>Morse</td>
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<td>ER Consultants</td>
<td>Mott MacDonald</td>
<td>The Berkeley Partnership</td>
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<td>Fujitsu Services</td>
<td>Navigant Consulting</td>
<td>Trinity Horne Ltd</td>
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<td>Oakland Consulting plc</td>
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<td>Catalise plc</td>
<td>Hedra - a Mouchel Group Company</td>
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<td>Charter Solutions</td>
<td>Hitachi Consulting</td>
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<td>Consulting Stream</td>
<td>HP</td>
<td>PIPC</td>
<td>Xantus Consulting</td>
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</table>
500 management consultancies

dfl@blt.co.uk
Consultancy lists:  
20-25 market leaders in 
financial services 
public sector 
telecomms 
healthcare 
transport 
utilities 

dfl@blt.co.uk
Information Gathering

• managementconsultancy.co.uk
• consultingmag.com
• www.mconsultantsnews.com
• managementconsultingnews.com
• consultant-news.com
A free inside look at jobs and companies
Find jobs and see company salaries, reviews, and interviews – all posted anonymously by employees.

Salaries
See how you stack up — salaries and bonuses for specific jobs at any company.
- Booz Allen Hamilton Associate: $107,000
- BearingPoint Manager: $132,000
- Booz Allen Hamilton Senior Consultant: $78,000
- Progressive Corporation Claims Adjuster: $43,000
- Intel Corporation Process Engineer: $92,000
- Merck Manager: $117,000
- Bain & Company Associate Consultant: $66,000

Company Reviews
Take a look inside — detailed company reviews posted anonymously by employees.
- CVS Caremark
  Banco: 2.8
  Tom Ryan
  55% "Approve"

A CVS Caremark Pharmacy Technician said:
Pros: "Good pharmacy hours and decent pay starting out."

Recently on the Glassdoor Blog
- Six Skills Every Job Seeker Needs
- Does Your Interview Style Sell You Short?
- How To Improve Your Chances Of Landing A Job After A Layoff

Get the Latest Glassdoor Updates
- Paul Harrison and 3,083 others like this.

2011 Employee's Choice Winners

Company Photos
Interview Questions & Reviews
Management Consultancy
Author: Joe O’Mahoney

Management Consulting
Author: David Biggs
International

• Europe
• Middle East
UNITED KINGDOM

€6.8bn
Largest market in Europe
Banking & Financial Services
Healthcare
GERMANY

€6.3bn (up 7%)
Strongest market
24% and rising
Manufacturing
FRANCE

€3.8bn (up 3%)
Automotive 11% growth
Marketing 65% growth
€2.1bn (down 7%)
FS regulation
Large freelance market
Norway & Sweden strong
Denmark & Finland weak
Hi-Tech

€1.9bn
EASTERN EUROPE & RUSSIA

€1.2bn (up 20%)

Volatile

Commodities

Energy & Public Sector
ITALY

€0.95bn (down 10%)

Business Integration Partners

Outflow of talent
SPAIN

€0.92bn (down 8%)
Contraction slowing
Generalist skills
LatAm focus
€0.9bn
Financial Services contracting
Life Sciences
Eastern Europe
Europe

• Greece
• Ireland
• Portugal
• Poland
• Latvia Lithuania Estonia
Europe - By Market

- Financial Services: 28%
- Manufacturing: 22%
- Public Sector: 13%
- Energy & Utilities: 11%
- TMT: 11%
- Other Services: 4%
- Transport: 4%
- Retail and Distribution: 3%
Europe - By Service Line

- IT Consulting: 18%
- Project Management: 14%
- Outsourcing: 13%
- Performance Improvement: 13%
- Strategy: 13%
- Finance: 12%
- Marketing: 10%
- People and Change: 7%
Europe - By Spend

- Big Four: 32%
- Systems Integrators: 16%
- Specialist Firms: 9%
- HR Consultants: 9%
- Strategy Houses: 8%
- Operational Firm: 26%
Middle East

- Gulf Cooperation Council (GCC)
- Dubai and Abu Dhabi
- Syria
- Jordan
- Arab Spring and North Africa
Middle East

- $1.8bn (20% growth)
- McKinsey, Booz, Big 4
- Public Sector and Energy – each 20%
- Banking 14%
- Telco/High-Tech 12%
- Retail and Consumer Goods 6%
UNITED ARAB EMIRATES

$480m
10-15% growth
SAUDI ARABIA

$415m

20%+ growth
QATAR

$170m
15-20% growth
KUWAIT

$120m
10-15% growth

Kuwait
BAHRAIN

$70m
5% growth
OMAN

$60m
5% growth
### Top 25 consulting firms, Europe 2011

<table>
<thead>
<tr>
<th>RANK</th>
<th>FIRM</th>
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<tbody>
<tr>
<td>1</td>
<td>Bain &amp; Company Europe</td>
<td>13</td>
<td>Arthur D. Little Europe</td>
</tr>
<tr>
<td>2</td>
<td>The Boston Consulting Group, Inc. Europe</td>
<td>14</td>
<td>Deloitte (European Consulting Practice)</td>
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<tr>
<td>3</td>
<td>Roland Berger Strategy Consultants Europe</td>
<td>15</td>
<td>AlixPartners, LLP Europe</td>
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<td>4</td>
<td>Booz &amp; Company Europe</td>
<td>16</td>
<td>Alvarez &amp; Marsal Europe</td>
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<td>5</td>
<td>Oliver Wyman Europe</td>
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<td>Hay Group Europe</td>
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<td>Accenture Europe</td>
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<td>Hewitt Associates Europe</td>
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<td>Monitor Group Europe</td>
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<td>PRTM Europe</td>
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<td>Simon-Kucher &amp; Partners Europe</td>
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<td>Diamond Management &amp; Technology Consultants, Inc. Europe</td>
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<td>Corporate Value Associates</td>
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<td>Candeptic</td>
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<td>Ernst &amp; Young (Consulting Practice) Europe</td>
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<td>Candeptic</td>
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## Top 25 consulting firms, North America

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<td>McKinsey &amp; Company</td>
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<td>4</td>
<td>Analysis Group, Inc.</td>
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<td>5</td>
<td>The Cambridge Group</td>
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<td>6</td>
<td>Deloitte Consulting LLP</td>
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<td>A.T. Kearney</td>
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<td>Triage Consulting Group</td>
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<td>10</td>
<td>Censeo Consulting Group</td>
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<td>11</td>
<td>West Monroe Partners</td>
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<td>12</td>
<td>Cornerstone Research</td>
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<td>13</td>
<td>PricewaterhouseCoopers LLP (Consulting Practice)</td>
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<td>14</td>
<td>Alvarez &amp; Marsal</td>
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<tr>
<td>15</td>
<td>Trinity Partners, LLC</td>
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<td>Health Advances, LLC</td>
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<td>25</td>
<td>Monitor Group</td>
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source - Vault
## Top 25 consulting firms, Asia-Pacific

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<td>25</td>
<td>KPMG (Asia Consulting Practice)</td>
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Source: Vault
Big Firm

or

Small Firm
Places to look for jobs

• Firms’ own websites
London School of Economics Recruitment

"Welcome to McKinsey's London School of Economics recruitment website. I am Jack Bertram, a McKinsey Partner who will lead our recruiting efforts at London School of Economics for the coming year."

Jack Bertram
Partner lead
<table>
<thead>
<tr>
<th>JOB TITLE</th>
<th>FIRM SERVICE</th>
<th>CITY/TOWN</th>
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<td>South Carolina</td>
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<td>India</td>
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<td>Romania</td>
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Places to look for jobs

• Commercial sites:

top-consultant.com
#1 Mckinsey specialists  
larryconsultant  
24/01/2012 22:54

Does anyone have any experience of entering mckinsey as a specialist or expert? I understand that specialists are all experienced hires but how senior is an entry level 'specialist' in the overall food chain at mckinsey? What about an entry level 'expert'. What are the prospects for making partner? Any thoughts would be warmly appreciated.

#2 RE: Mckinsey specialists  
larryconsultant to larryconsultant (#1)  
24/01/2012 23:59

Does anyone have any experience of entering mckinsey as a specialist or expert? I understand that specialists are all experienced hires but how senior is an entry level 'specialist' in the overall food chain at mckinsey? What about an entry level 'expert'. What are the prospects for making partner? Any thoughts would be warmly appreciated.

Further to my question, do specialists typically have opportunities to undertake any work on areas outside their particular expertise if they so wish? Thanks again!
Places to look for jobs

• External Recruiters
  Harvey Nash
  Hays
  Michael Page
  Robert Walters
Sources of jobs

• Referrals
  Friends, neighbours and alumni who are employees of consulting firms
Sources of jobs

- Print
  Newspapers and magazines
  Professional Bodies
  Trade Associations
  Commercial Publishers
Places to look for jobs

• New media
Sources of Jobs

- Internship or Placement opportunities
- Course project
Summer Employment Opportunities

Every year about 250 business school students join McKinsey globally as summer associates to get a firsthand view of what a career with us can provide. In the London Office we have a well-established internship programme specifically for MBA students.

What Is the Summer Associate Programme?

The 8-to-12 week programme runs between June and August and is designed to give you an insight into life at McKinsey. This is your chance to get a firsthand account of the day-to-day working life of a McKinsey consultant including some of the challenges and pressures presented by an actual engagement (our term for client projects).

Because you will work as an integral part of an engagement team with responsibilities and assignments that may include data analysis or client presentations, integrity and discretion will be expected. Experienced consultants will provide you with ongoing guidance and coaching, which is fundamental to how we work.

This programme offers a real chance to meet and work with our people:
Selling Yourself

What am I good at?
What can I bring to you?
How will you benefit?
Checks

• Reality Check
• Cheque Check
Selection Process

- Quantitative reasoning
- Competency-based
- Case studies
- Group assessments
- Unexpected questions
Case in Point: Complete Case Interview Preparation

Author: Marc P. Cosentino
Hi, my name is Victor Cheng. I’m a former McKinsey consultant, resume screener, and case interviewer. To discover how I passed 60 out of 61 case interviews and landed 7 consulting job offers, get my free 6 hour case interview training videos and the case secrets email newsletter that I’m famous for.

To receive these members-only resources, just register below for free instant access:
Selection Process

- Quantitative reasoning
- Competency-based
- Case studies
- Group assessments
- Unexpected questions
Best advice

• Learn how to work as part of a team
• Be certain what is expected of you on a project
• Understand how your tasks contribute to its completion
• Ask the project leader for feedback
• Insist on specific training to address identified weaknesses
• Make sure you’re abreast of developments in your field
GOOD TO SEE EVENTS HAVEN'T SHAKEN THAT BUSINESS SCHOOL CONFIDENCE, JACKSON

IT'S JUST A BLIP
Good Luck!
Any Questions? Any Comments? Verbal Abuse?
dfl@blt.co.uk

subject line “LSE”

BLT, Quality House, 5/9 Quality Court, Chancery Lane, London, WC2A 1HP
Tel: + 44 (0)20 7419 0909   Web: www.blt.co.uk