



Careers in Management Consultancy
Presentation to

London School of Economics
Masters Students

Monday, 8th October 2012

Don Leslie,

Management Consultancy Recruitment Team, BLT

BLT, Quality House, 5/9 Quality Court, Chancery Lane, London, WC2A 1HP

Tel: + 44 (0)20 7419 0909 Web: www.blt.co.uk

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)

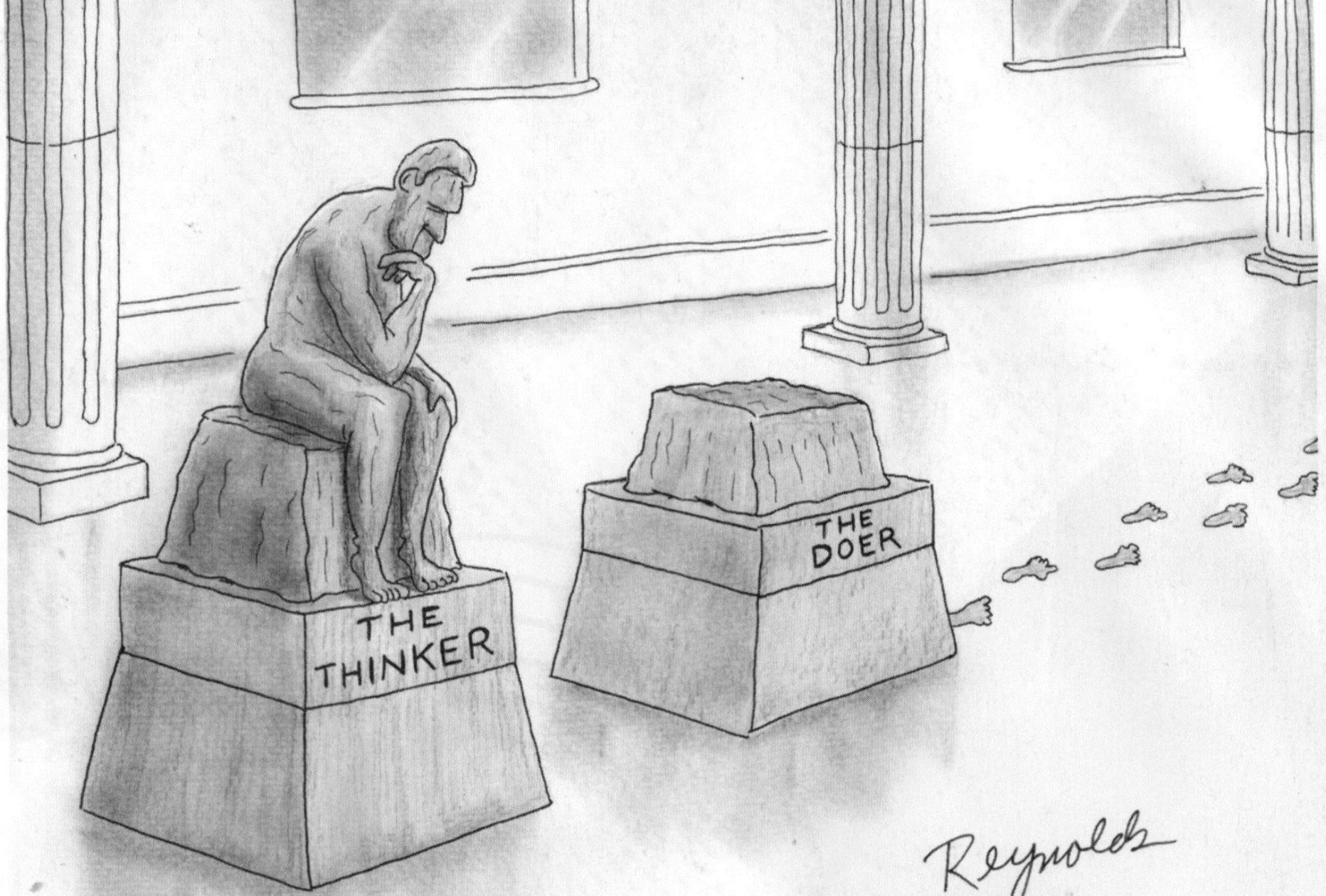
- Strategy Consultancies
 - Intellectual Horsepower
 - Interpersonal Skills
- Market/Function-led Consultancies
 - Market/Function experience
 - Undergraduate degree relevance

Work Permits

- Be positive
- Know your rights
- Be realistic

Types of Consulting

strategy consulting – change management consulting - process improvement consulting – cost reduction consulting – organisation design consulting - communications consulting – IT consulting – outsourcing advisory consulting - financial management consulting – working capital consulting - IT strategy consulting – enterprise architecture consulting – human performance consulting – marketing strategy consulting – innovation consulting – start-up consulting - turnaround consulting – economic consulting – business process re-engineering consultancy – brand consulting – growth consulting – regional development consulting – human resources consulting – risk consulting – environmental consulting – reputation consulting – compensation consulting - performance improvement consulting – systems development consulting – corporate finance consulting – asset and infrastructure management consulting – managed services consulting – operational improvement consulting – business transformation consulting – programme and project management consulting – diversity consulting – resilience consulting – merger consulting – CRM consulting – leadership consulting – business development consulting – profit improvement consulting – market research consulting

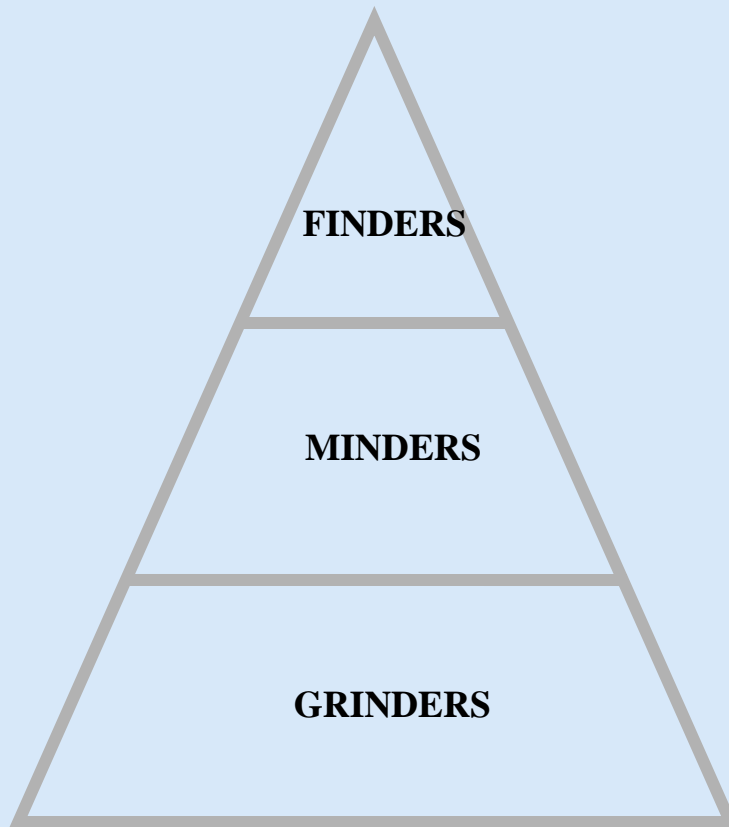


Reynolds

	Strategy		Deliver		Operate (outsourcing)		
	Research & analysis	Strategy formulation	Operations	Technology implementation	BPO	IT	
McKinsey & Co		■	■	■			
Monitor Group		■	■				
Roland Berger		■	■				
Boston Cons. Group		■	■				
Accenture		■	■			■	■
Booz & Co		■	■	■			
Deloitte			■	■			
IBM				■	■	■	
Capgemini				■	■	■	
Tata Cons. Services					■	■	
PA Consulting				■	■		
PwC				■			
KPMG				■	■		
Ernst & Young				■			



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

df1@blt.co.uk

The Management Consultancies Association UK

Accenture (UK) Limited	Corpra	HTSPE Limited	PKF (UK) LLP
Alsbridge plc	CSC Computer Sciences	IBM Global Business Services	PricewaterhouseCoopers LLP
AMTEC Consulting plc	Davis Langdon LLP	Infosys Technologies	Propaganda
Arup	Dbi Consulting	Kepner-Tregoe Limited	Quest Worldwide
Atkins Management Consultants	Deloitte	KPMG	Right Management
Atos Consulting	Detica	LCP Consulting	Saint Consulting
Avail	DMW Group	Logica Management Consulting	Serco Consulting
Axon	EC Harris	Management Consulting Group plc	Solving International
Bourton Group Limited	HP Enterprise Services	Morse	TATA Consultancy Services Ltd
Boxwood	ER Consultants	Mott MacDonald	The Berkeley Partnership
BT Global Consulting	Ernst & Young	Mouchel	Tribal
Capgemini	Fujitsu Services	Navigant Consulting	Trinity Horne Ltd
Capita Advisory Services	Hay Group	Oakland Consulting plc	Turner & Townsend Management Solutions
Catalise plc	Hedra - a Mouchel Group Company	Oakleigh Consulting Limited	Vertex
Charter Solutions	Hitachi Consulting	PA Consulting Group	Watson Wyatt
Consulting Stream	HP	PIPC	Xantus Consulting



500 management consultancies

df1@blt.co.uk

Consultancy lists:
20-25 market leaders in
financial services
public sector
telecomms
healthcare
transport
utilities

df1@blt.co.uk

Information Gathering

- managementconsultancy.co.uk
- consultingmag.com
- www.mconsultantsnews.com
- managementconsultingnews.com
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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

[Salaries for All Companies »](#)

Company Photos

Company Reviews

Take a look inside — detailed company reviews posted anonymously by employees.

CVS Caremark

Company Rating

2.8



CEO Approval

Tom Ryan
55% "Approve"

A CVS Caremark Pharmacy Technician said:

Pros: "Good pharmacy hours and decent pay starting out"

[Reviews for All Companies »](#)

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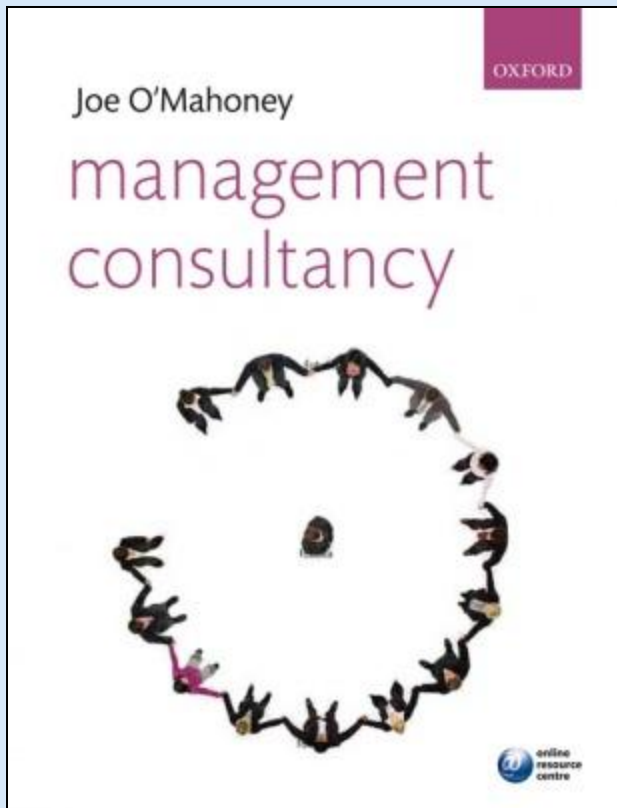
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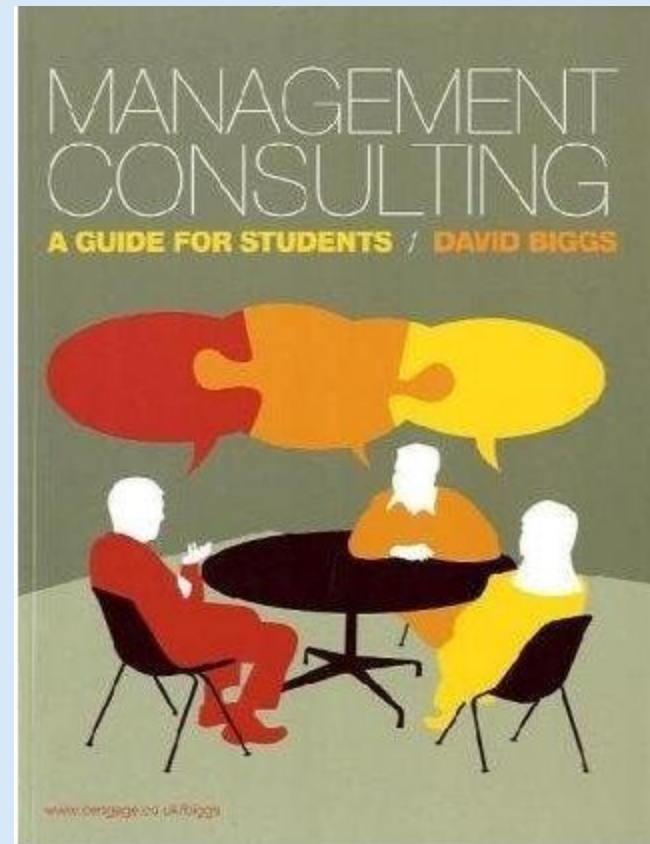
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2011 Employee's Choice Winners



Management Consultancy

Author: **Joe O'Mahoney**



Management Consulting

Author: **David Biggs**

International

- Europe
- Middle East



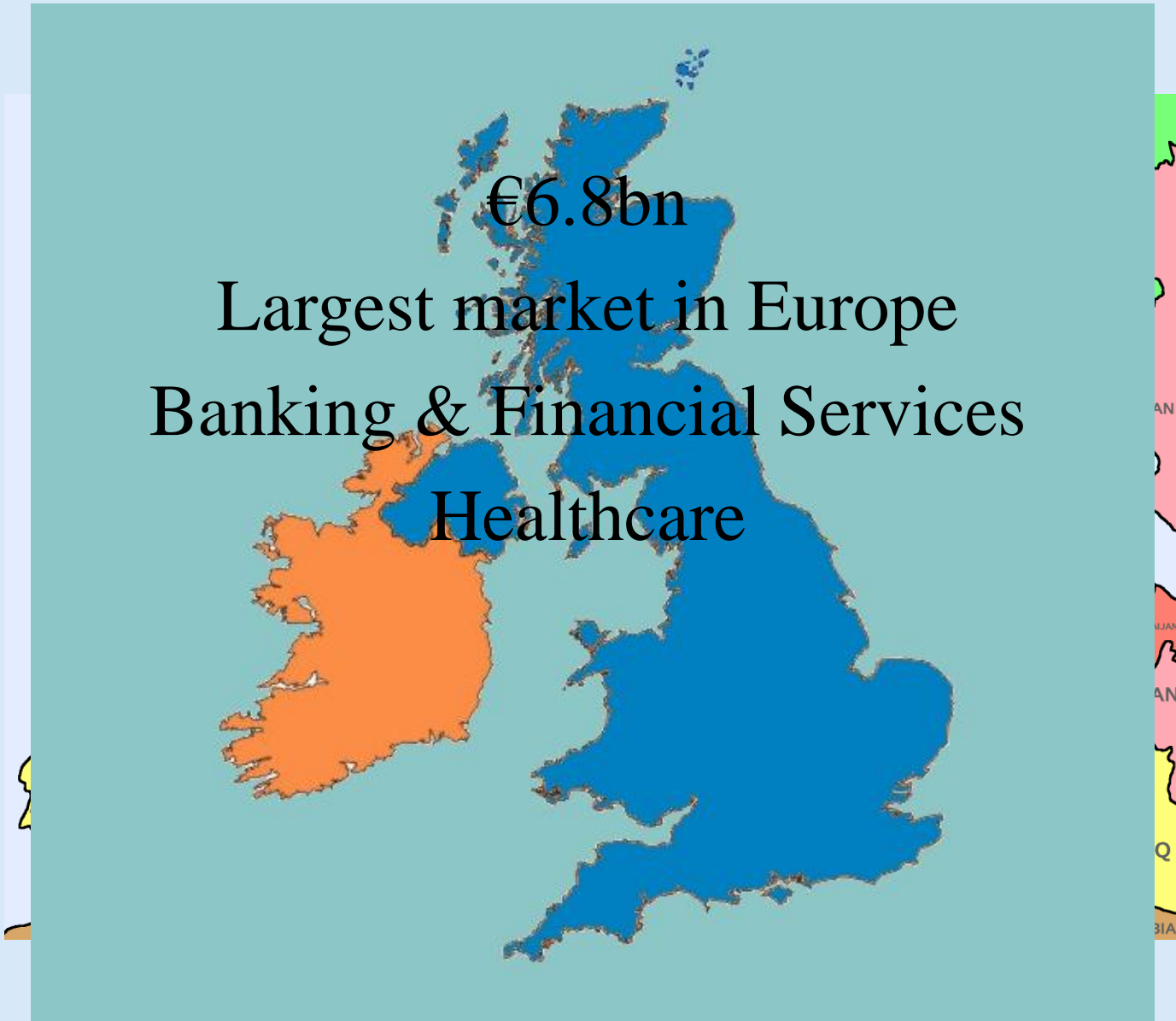
UNITED KINGDOM

€6.8bn

Largest market in Europe

Banking & Financial Services

Healthcare



GERMANY



FRANCE

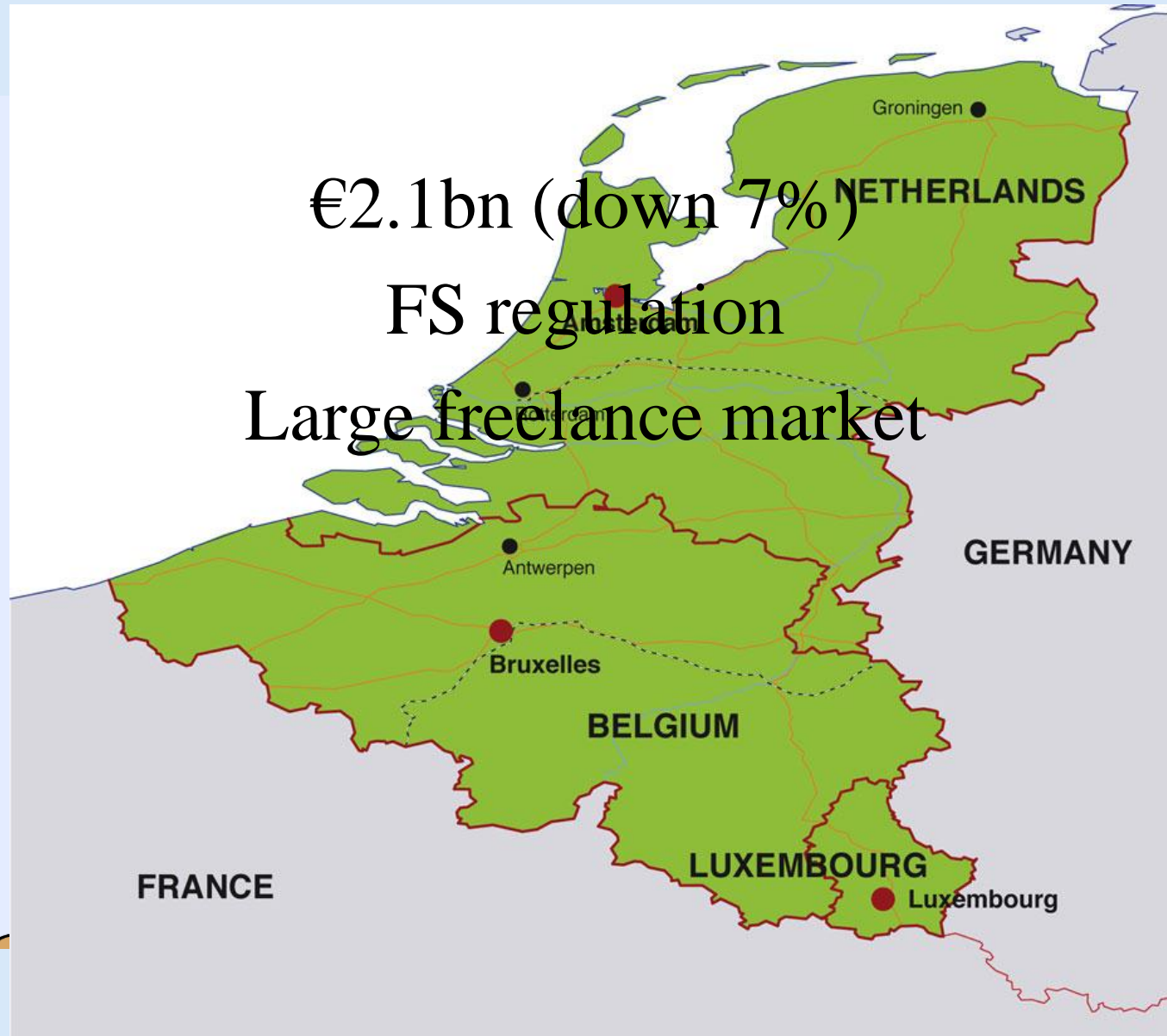


€3.8bn (up 3%)

Automotive 11% growth

Marketing 65% growth

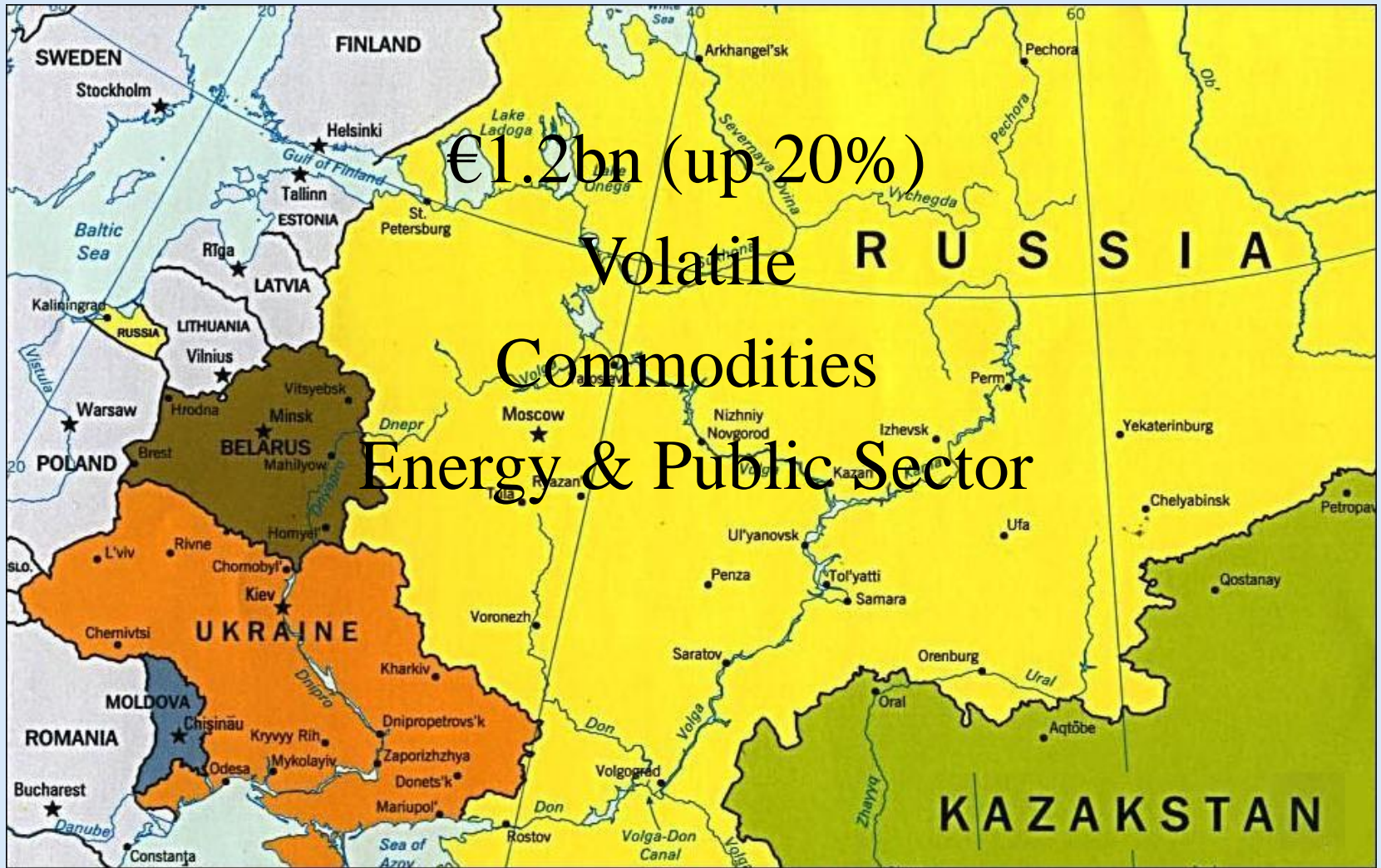
BENELUX



SCANDINAVIA



EASTERN EUROPE & RUSSIA



ITALY

€0.95bn (down 10%)
Business Integration Partners
Outflow of talent



SPAIN



€0.92bn (down 8%)

Contraction slowing

Generalist skills

LatAm focus

AUSTRIA & SWITZERLAND

€0.9bn

Financial Services contracting

Life Sciences

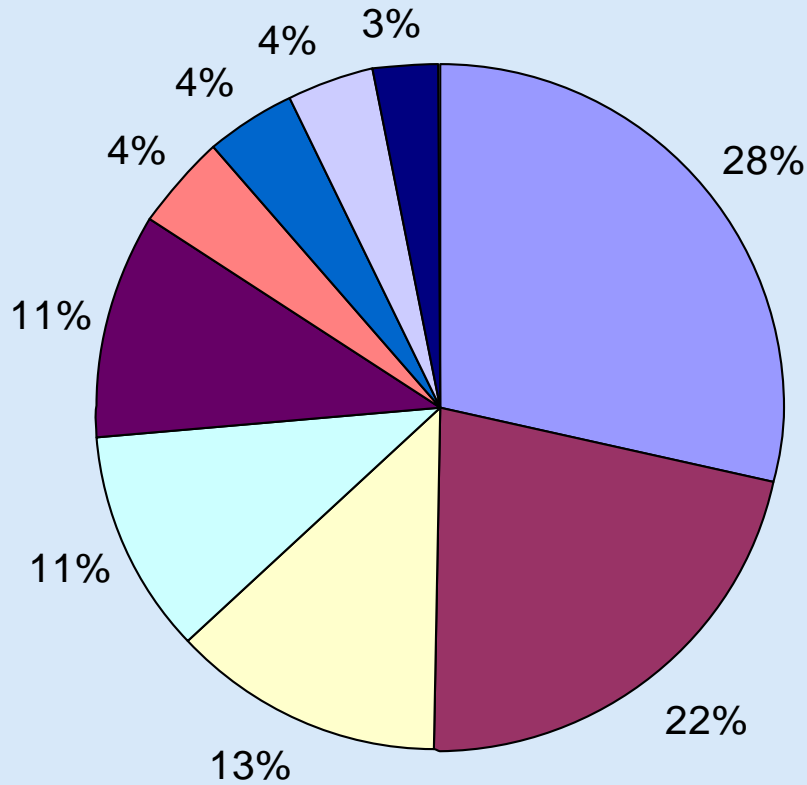
Eastern Europe



Europe

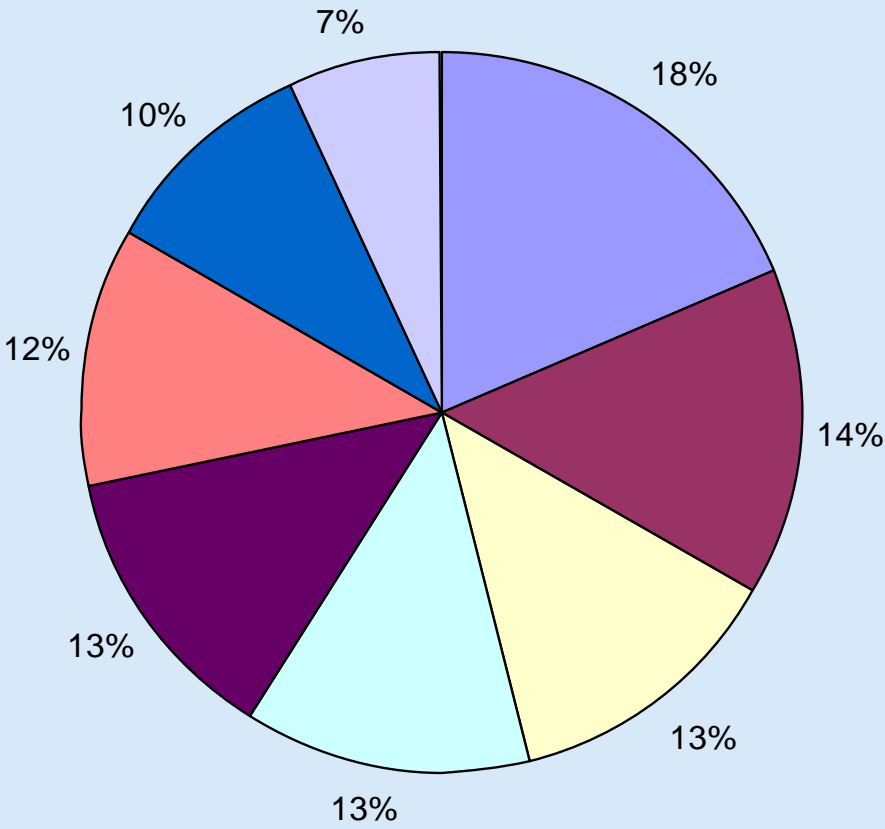
- Greece
- Ireland
- Portugal
- Poland
- Latvia Lithuania Estonia

Europe - By Market



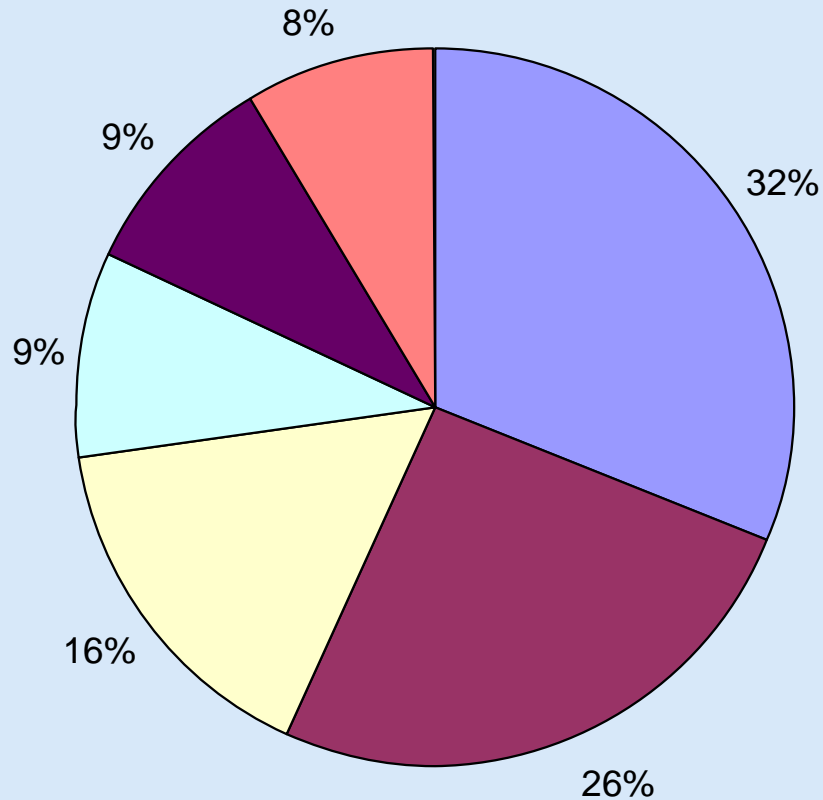
- Financial Services
- Manufacturing
- Public Sector
- Energy & Utilities
- TMT
- Other Services
- Transport
- Retail and Distribution
- Healthcare

Europe - By Service Line



- IT Consulting
- Project Management
- Outsourcing
- Performance Improvement
- Strategy
- Finance
- Marketing
- People and Change

Europe - By Spend



- Big Four
- Systems Integrators
- Specialist Firms
- HR Consultants
- Strategy Houses
- Operational Firm

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%

GCC



UNITED ARAB EMIRATES



SAUDI ARABIA



QATAR



KUWAIT



BAHRAIN



OMAN



booz&co.

ATKEARNEY

BCG

THE BOSTON CONSULTING GROUP

McKinsey&Company

BAIN & COMPANY

BLT

Top 25 consulting firms, Europe

2011 RANK	FIRM		FIRM
1	Bain & Company Europe	13	Arthur D. Little Europe
2	The Boston Consulting Group, Inc. Europe	14	Deloitte (European Consulting Practice)
3	Roland Berger Strategy Consultants Europe	15	AlixPartners, LLP Europe
4	Booz & Company Europe	16	Alvarez & Marsal Europe
5	Oliver Wyman Europe	17	Hay Group Europe
6	OC&C Strategy Consultants Europe	18	NERA Economic Consulting Europe
7	Accenture Europe	19	Hewitt Associates Europe
8	A.T. Kearney Europe	20	PA Consulting Group Europe
9	Monitor Group Europe	21	ZS Associates Europe
10	PRTM Europe	22	Simon-Kucher & Partners Europe
11	Diamond Management & Technology Consultants, Inc. Europe	23	Corporate Value Associates
12	Candesic	24	Celerant Consulting Europe
		25	Ernst & Young (Consulting Practice) Europe

Top 25 consulting firms, North America

2011 RANK	FIRM		FIRM
1	Bain & Company	13	PricewaterhouseCoopers LLP (Consulting Practice)
2	The Boston Consulting Group, Inc.	14	Alvarez & Marsal
3	McKinsey & Company	15	Trinity Partners, LLC
4	Analysis Group, Inc.	16	Booz & Company
5	The Cambridge Group	17	Milliman, Inc
6	Deloitte Consulting LLP	18	Strategic Decisions Group
7	Oliver Wyman	19	PRTM
8	A.T. Kearney	20	Gallup Consulting
9	Triage Consulting Group	21	Diamond Management & Technology Consultants, Inc.
10	Censeo Consulting Group	22	Health Advances, LLC
11	West Monroe Partners	23	Strategos
12	Cornerstone Research	24	The Brattle Group
		25	Monitor Group

Top 25 consulting firms, Asia-Pacific

2011 RANK	FIRM		FIRM
1	Bain & Company Asia	13	Hewitt Associates Asia
2	Oliver Wyman Asia	14	Capgemini Asia
3	Booz & Company Asia	15	L.E.K. Consulting Asia
4	A.T. Kearney Asia	16	Hay Group Asia
5	Alvarez & Marsal Asia	17	Arthur D. Little Asia
6	Monitor Group Asia	18	Wipro Consulting Services Asia
7	Ernst & Young (Consulting Practice) Asia	19	Infosys Consulting Inc. Asia
8	OC&C Strategy Consultants Asia	20	McKinsey & Company Asia
9	Roland Berger Strategy Consultants Asia	21	The Boston Consulting Group, Inc. Asia
10	NERA Economic Consulting Asia	22	Accenture Asia
12	Cognizant Asia	23	Mercer Limited Asia
		24	Deloitte (Asia Consulting Practice)
		25	KPMG (Asia Consulting Practice)

L.E.K.

L.E.K. CONSULTING

MONITOR

MARS & CO

Roland Berger
Strategy Consultants



OC&C

Strategy Consultants



THE PARTHENON GROUP

BLT

Big Firm
or
Small Firm



Places to look for jobs

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"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



Save RSS?

Jobs 1 - 10 of 192

Results per page: 10 ▾

Page  ... **1** 2 3 4 5  ... of 20

JOB TITLE	FIRM SERVICE	CITY/TOWN	REGION/PROVINCE/STATE	COUNTRY/LOCATION
Analyst - Strategic & Operation - Consulting (SH)	Consulting	 Multiple Locations		
Business Strategy Consultant- Charleston, SC	Consulting	Charleston	South Carolina	United States
CN Sr. Consultant / Consultant - Strategic & Operation - Consulting (SH)	Consulting	 Multiple Locations		
CN Sr. Manager/Manager - Strategic & Operation - Consulting (SH)	Consulting	 Multiple Locations		
Consultant (Hyperion Planning)	Consulting	Mumbai (Bombay)	Maharashtra	India
Consultant/Senior Consultant (Change Management)	Consulting	Москва	Москва	Russian Federation
Consulting - Consultant - Strategy & Operations - Finance & Performance Management	Consulting	Calgary	Alberta	Canada
Consulting - Consultant / Senior Consultant - Change Management and Communication - GTA	Consulting	Greater Toronto	Ontario	Canada
Consulting - Director - Strategy	Consulting	Doha	Doha	Qatar
Consulting - Future opportunities for experience professionals	Consulting	Bucharest	Bucharest	Romania



Places to look for jobs

- Commercial sites:

top-consultant.com

Top-Consultant.com *Global Opportunities in Consulting*



Europe:
 North America:
 Asia:

- Career Opportunities
 - Contractors Corner
 - Events
 - Career Forum
 - New! TopITConsultant
 - Editorial & News
 - Recruiters
 - MBA Students & Finalists
- ▶ Permanent Opportunities
 - ▶ Register for Jobs-by-email
 - ▶ Register your CV (Get Headhunted)
 - ▶ Contract Opportunities
 - ▶ MBA Opportunities
 - ▶ Register for consultants' newsletter

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Sector:
 Industry:
 Salary:

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Strategic Marketing Managing Consultant
 Join a Strategic Marketing consultancy that continues to rapidly establish itself as the pre-eminent top tier healthcare and pharmaceutical consultancy in the EU.

CP Customer Management Consultant
 Global consultancy offering an exciting new opportunity

IBM Maximo Integration Consultant
 IBM Maximo consultant required working on the integration of Maximo with other systems especially ERP (SAP and Oracle)

OPPORTUNITIES IN MANAGEMENT CONSULTANCY

Happy 8th Birthday - join the party as we set up an office in Continental Europe
 Consultants, Senior Consultants, Managers and Senior Managers, award winning

Subject	#	Latest
Out of consultancy and into	2	06.02.12
Outsourcing companies with	1	06.02.12
Mckinsey specialists	13	06.02.12
Refuse to give references- Should I	5	06.02.12
Senior offer but fear sales - deal or	2	06.02.12
Big4 job prospects - tax manager	1	06.02.12
Consulting jobs at Total Flow Limited	1	05.02.12
What is a strategy project / role?	1	05.02.12
Experienced hire recruitment	20	05.02.12
Ernst & Young Assistant Director -	9	04.02.12
Associate/Assistant Director	1	04.02.12
Kepler Associates advice	1	04.02.12
Consulting firms leaving Manchester	1	04.02.12
consulting to Big4 Transaction -	1	04.02.12
Infy vs Cognizant	3	03.02.12
Careers at GEP (Global eProcure)	1	03.02.12
Working Hours Big 4	9	02.02.12
A restart at MBB	6	02.02.12
Baringa Partners: Salary	7	02.02.12

Mckinsey specialists

#1 Mckinsey specialists

24/01/2012 22:54

larryconsultant

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.

[Reply](#) [Quote](#)



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#2 RE: Mckinsey specialists

24/01/2012 23:59

larryconsultant to larryconsultant (#1)

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

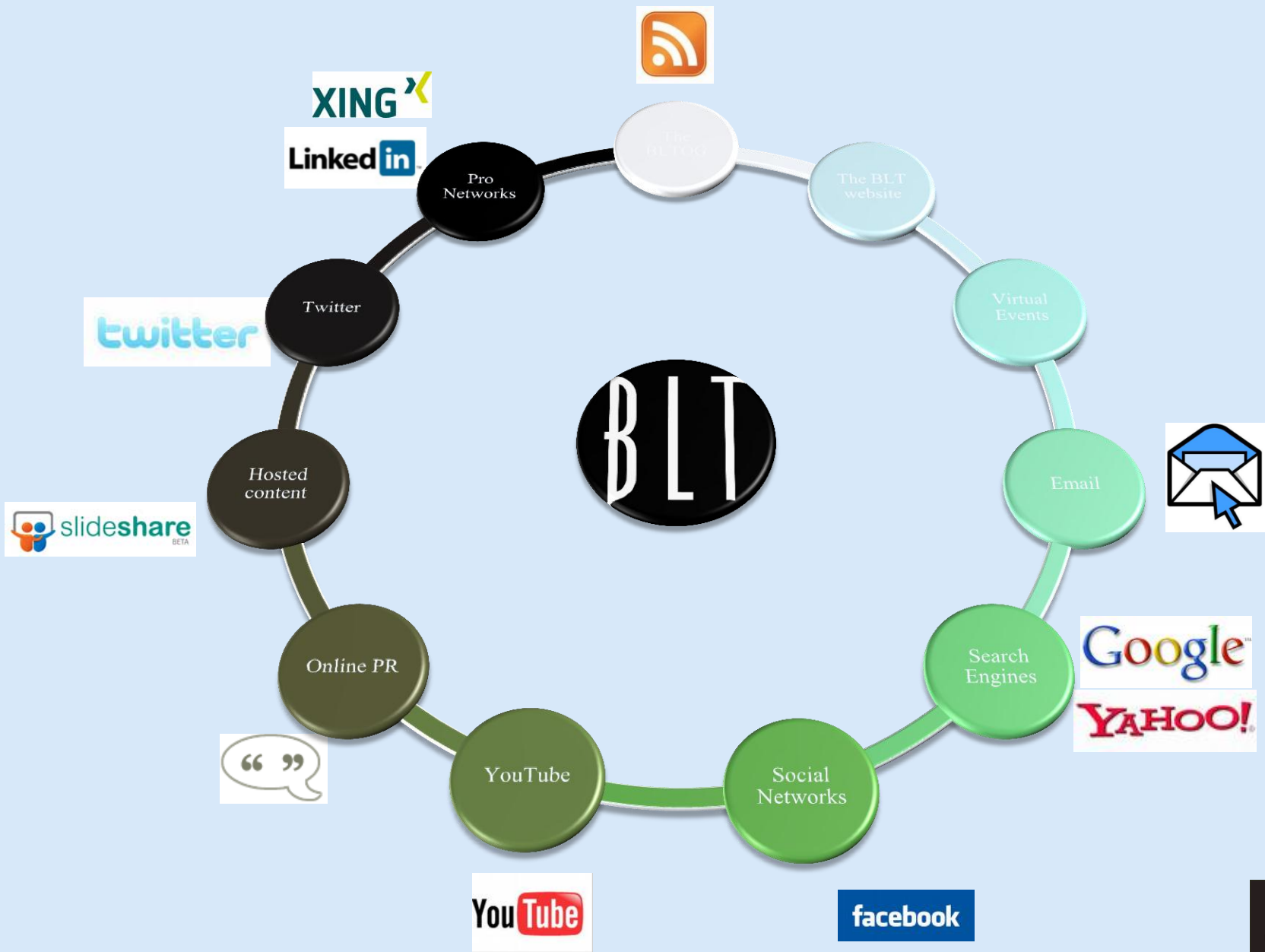
Professional Bodies

Trade Associations

Commercial Publishers

Places to look for jobs

- New media



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0:00 / 1:03 360p

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Uploads (66)

- BLT's triple win!**
183 views - 6 months ago
- Big 4 Public Sector Management**
427 views - 6 months ago
- Social Care Consulting**
363 views - 6 months ago

[see all](#)

Favourites (4)

- Job hunting in a recession, part 1, JCI, JCI London** - 284 views
-

Sources of Jobs

- Internship or Placement opportunities
- Course project



and Ireland

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:



UK and Ireland

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[How to Apply](#)

[Interviewing Process](#)

[How to Do Well in the Interview](#)

Selling Yourself

What am I good at?

What can I bring to you?

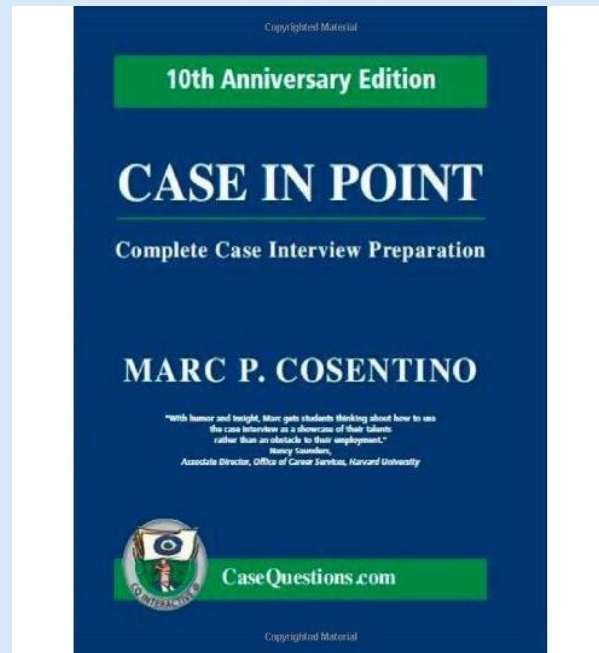
How will you benefit?

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



Case Interview

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Case Interview Secrets

(From a Former McKinsey Case Interviewer)

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







Good Luck!

Any Questions? Any Comments? Verbal Abuse?

df1@blt.co.uk

subject line “LSE”

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