



THE  
**SPARREY**  
CONSULTING GROUP

**Consulting-related careers**  
Unlocking your path to a satisfying career

2021



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Why consulting?

Where can I do consulting?

What else is LIKE consulting?

How can I prepare?

Questions

## What makes consulting such a compelling choice?



### Build a great network

Meet exceptionally talented people who can propel your career



### Fast-track your learning

Get exposure to challenges in months that might take years in a typical business. Rigorous feedback structure ensures you know where you need to grow and when.



### Get exposure to decisions that make “the front page”

The business problems that you work on are some of the biggest that face a business



### Explore industries and functions before specializing

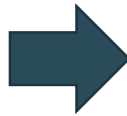
Determine what interests you most in business before committing to an industry or function long-term



### Build core technical skills

In a time when data is essential to decision making, be mentored by people who do that for a living.

# What makes consulting such a compelling choice? Doors opening for the future



- Top MBA programs
- Entrepreneurs (funded)
- Strategy roles, startups
- Private Equity
- Venture Capital
- Advanced positions, brand management
- World-changing non-profits



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## What companies do management consulting?



McKinsey & Company

### McKinsey

- Founded: 1926
- 15,000 employees
- HQ: NYC
- Local offices
  - Los Angeles
  - Palo Alto
  - San Fran
  - Seattle



### Bain

- Founded: 1973
- 10,000 employees
- HQ: Boston
- Local offices
  - Los Angeles
  - Palo Alto
  - San Fran



### BCG

- Founded: 1963
- 6,000 employees
- HQ: Boston
- Local offices
  - Los Angeles
  - San Fran
  - Seattle



booz&co.

### Booz & Co.

- Founded: 1914
- 22,000 employees
- HQ: Washington
- Local offices
  - Los Angeles
  - San Fran



accenture

### Accenture

- Founded: 1989
- 177,000 employees
- HQ: Chicago
- Local offices
  - Los Angeles
  - San Diego

## What can small firms offer that big firms cannot?



### Small firms can offer:

- Accelerated promotion cycles
- Increased compensation based on performance (in short-term)
- Early client and sales exposure
- Internal leadership roles
- Sponsorship for MBA programs



### Small firms cannot offer:

- Access to biggest front-page issues (except sometimes)...
- Top-level compensation out of the gate (usually)
- Long-term brand advantages

## Wide variety of firms offer different specializations

Firm	Specialization	Website
Mercer LLC	HR	<a href="http://www.mercer.com">http://www.mercer.com</a>
Alix Partners	Management	<a href="http://www.alixpartners.com/">http://www.alixpartners.com/</a>
ZS Associates	Sales & Marketing	<a href="http://www.zsassociates.com/">http://www.zsassociates.com/</a>
Charles River Associates	Legal / Management	<a href="http://www.crai.com">http://www.crai.com</a>
Kurt Salmon	Healthcare	<a href="http://www.kurtsalmon.com/">http://www.kurtsalmon.com/</a>
Gallup Consulting	Politics / Economics	<a href="http://www.gallup.com/">http://www.gallup.com/</a>
Analysis Group	Economics and Finance	<a href="http://www.analysisgroup.com">http://www.analysisgroup.com</a>
Advisory Board Company	Hospitals and Healthcare	<a href="http://www.advisory.com/">http://www.advisory.com/</a>
Mars & Co	Marketing	<a href="http://www.marsandco.com/">http://www.marsandco.com/</a>
Hay Group	HR & Talent	<a href="http://www.haygroup.com">http://www.haygroup.com</a>

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## Consider core characteristics of the job

CONSULTING CHARACTERISTICS		Marketing	Business Analyst	Project Mgmt	Accounting
Analytics	Challenging problems to solve	•		•	
	Practice structuring problems	•	•	•	
	Learning business basics		•	•	•
Client / communication	Client-facing experience			•	•
	Presentation skill development	•		•	
	Training to outline problem / solutions	•	•	•	
Team	Interaction with exceptional talent	•	•	•	•
	Great leadership	1/2	1/2	•	1/2
	Chance to take on internal roles (recruiting, non-profit, etc)	•	•	•	•

## How else can you gain the opportunities offered by consulting?



### Build a great network

Volunteer commitments, professional organizations, interest groups



### Fast-track your learning

Commit to regular learning, via courses or classroom. Some of the most compelling choices are languages, quantitative tools or presentation skills.



### Get exposure to decisions that make “the front page”

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# What did top-tier consultants do the summer before their offer?

**Investment Banking**



**Consulting**



**Interest-specific orgs**



*More than hope, success.*



ADVANCING SCIENCE. SERVING SOCIETY

**Community, university & gov't orgs**



What do successful consulting applicants have in common?



### Characteristics

- Proven results
- Analytical horsepower
- Executive presence (or evidence of its potential)
- Positive attitude
- Track record of learning quickly



## So what do I do now?

### Generate meaningful results



- **Volunteer organizations**

- Build membership
- Raise money
- Create / lead events
- Increase awareness



- **Academics**

- Write a thesis
- Show top-tier GPA
- Conduct research (independent or as RA)



- **Professional**

- Results-oriented projects
- Track results real-time
- Put your hand up for additional work
- Identify and solve an issue
- Volunteer for internal leadership roles

## So what do I do now?

### Build analytical experience



- **Get training**

- Hands-on training from career services
- UDEMY



- **Professional**

- Structure models



- **Academics**

- Mix up classes
- Analytical research



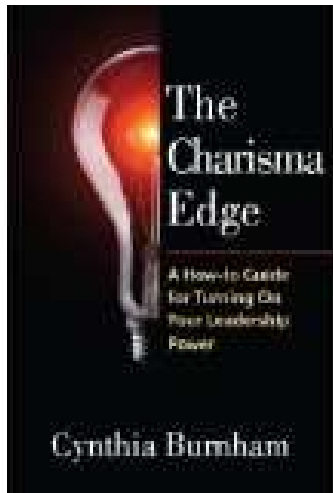
- **Volunteer organizations**

- Identify analytical projects



So what do I do now?

## Establish executive presence



- **Quick lessons, easy to apply**
- **Favorites include:**
  - Handshake tips
  - Trigger words
  - Tell a story
  - Lowering pitch



So what do I do now?

**Prepare to be “ruthlessly positive”**

- It was a struggle to...



- With some effort, we were able to change...

- We not only X, but also Y



- We did X and Y

So what do I do now?

**Challenge yourself to learn**

✓ **Time management**

✓ **Software (SPSS, Access)**

✓ **Languages**

✓ **Study abroad**



# QUESTIONS?

Contact

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