

July 2023 Consultancy Newsletter

Here are some news items relating to **strategy and management consultancy**. These may be of interest to you if you are researching consulting and – as I emphasise in my classroom presentations and online webinars – information like this could spark an idea that leads to a job opportunity.

**Deloitte UK's new 3500 - headcount positive - California Dreamin' - FTI's Energy Transition Services - McKinsey and Canada - Who are Emsie Kensie? - internal consulting - RPS's sustainability acquisitions - Magic Consultants - case study framework - consulting and AI - Oliver Wyman**

There are **fewer consultancy opportunities** around now than before. Competition for them is fierce, from other business school graduates and industry hires. However, you can improve your chances by looking for unadvertised roles as well. If you've heard me share my tips and tricks for uncovering the hidden jobs in consultancy, you'll know that – amongst other things - I recommend looking out for signs that recruitment might be imminent. These include:

- investment from a venture capital fund
- acquisition
- new office
- new partners/directors
- new service line

I mention some of these below.

Emsie Kensie: the **most prestigious** consultancy you've never heard of.. <https://tinyurl.com/4ujzea9r>

Expanding...

- **BearingPoint UK** is to add another **200 consultants** to its Salesforce consultancy team by 2025. <https://tinyurl.com/5n7nfddj> The firm works across 14 industries in Europe, the Americas, Africa, the Middle East and Asia Pacific. Go to <https://www.bearingpoint.com/en-gb/our-people/careers/> for careers.
- **Deloitte UK** has big growth plans. As well as taking over a London-based tech consultancy, Reformis, whose 80+ staff join Deloitte's tech advisory business, it has revealed it will hire an additional **3500 new consultants** by 2028 in a £200m+ recruitment drive. Deloitte's target means that its workforce will be increasing by 40% (7500 to 11000). In line with its Big Four competitors, Deloitte is capitalising on the demand for cybersecurity, cloud computing and digital infrastructure advice from businesses and government. <https://tinyurl.com/tfxrmnwv>
- **California** is the latest site for **supply chain and logistics** consultancy **SCALA** <https://tinyurl.com/bdcrbm3s>, joining operating centres in **China, Germany, Ireland and the UK.**

Website Consulting Sourcing has a report on **internal consulting** <https://tinyurl.com/4b8yd9xe>, highlighting the growth of consulting units within corporates.

A study from the Managing Partners Forum <https://tinyurl.com/5fdrkbhj> found that many consultancy firms are determined to **maintain headcount targets** despite market difficulties. This is because shedding consultants, or failing to hire newbies now, might see firms hit by a talent shortage in the future. And many firms remain confident about their prospects in the short term: a

survey <https://tinyurl.com/yp8cwhms> has found that **77%** of consultancies **expect to grow** their revenues and profit margins.

#### New Service Line

- **FTI Consulting** has opened an **Energy Transition & Industrial Transformation** Advisory Service in India, headed by a senior director, Sarang Dubish. <https://tinyurl.com/bdh5se3e>  
The unit will work with the Global Power, Renewables & Energy Transition team across Asia, Europe and the Americas. Use FTI's careers filter to search open roles at <https://tinyurl.com/4j8rntvt>
- **Menzies'** consultancy arm <https://tinyurl.com/ynd3c59s> has set up an environmental, social and governance (**ESG**) strategy development service at its eight south of England offices. Richard Singleton (UWE) leads the initiative.

The Centre for Management Consulting Excellence writes about the **BBC** radio series "Magic Consultants", <https://tinyurl.com/52shu9v5> which shows the consultancy industry in a not always positive light. <https://tinyurl.com/2p8aa7s5>

Following on from last month's newsletter article ( see <https://www.donleslie.uk/management-consultancy-newsletter-june-2023/>) about government spending with **McKinsey**, the Canadian Public Services and Procurement office has released a statement reporting contracts worth over C\$100m have been awarded to the firm since 2015, significantly more than had been previously admitted. <https://tinyurl.com/3e2v67ef>

#### Meet the New Boss

- Trevor Hutchings has become a partner in **BIP's sustainability** practice. <https://tinyurl.com/35ja7ssp> The newsletter has mentioned BIP on a number of occasions, no doubt leading to its strong recent growth 😊. It has 4500 staff worldwide. There are **430 roles** on its Careers pages in Italy, Spain, Switzerland, The UK and the US. <https://www.bip-group.com/careers/>
- **Oliver Wyman** has hired a former Barclays Managing Director as a Senior Adviser to its **Corporate and Institutional Banking** practice. <https://tinyurl.com/2fx7yk8a> . He will lead complex enterprise transition programmes, bolstering the firm's capabilities in performance transformation, operations strategy and digital. See the website here <https://tinyurl.com/24e9hjtj> for information on working in Oliver Wyman's multidisciplinary teams.
- **FTI Consulting** continues to grow its **Australian** business with the appointment of three new Managing Directors for the Cybersecurity, Corporate Finance & Restructuring, and Technology practice areas. <https://tinyurl.com/34pk7ud2>
- **Defence and Security** is a big earner for UK firm **PA Consulting**. The firm has appointed five new Partners. <https://tinyurl.com/5n72aa9b> One of them, Chris Rocks, will lead PA's Space business which is an area of growth for the firm (and other firms too - see last month's newsletter for mention of **Deloitte Space** <https://www.donleslie.uk/management-consultancy-newsletter-june-2023/> ) The partners include alumni of Southampton Business School, St Andrews, Durham and Edinburgh Napier – all potential networking targets. There are **120 roles** in Australia, Europe and US on the Careers pages. <https://tinyurl.com/yc32m4my>

- **Accenture's** 18000 staff in the UK and Ireland have a new boss, Shaheen Sayed <https://tinyurl.com/29k6c3dy> . She was previously in charge of the firm's public sector and health streams and pioneers new market technologies.
- **Gobeyond Partners** has a new head Raphael Hegeler (Indian School of Business, ESB and NEOMA). <https://tinyurl.com/mwdukzmz>. The firm has 200 staff based in Oxford, Nuremburg, Paris and Sheffield, and is expert at the 'soft' end of **digital transformation**, customer experience and customer journey. There is a UK/EU role for an **MBA Consultant** <https://tinyurl.com/2cstd5yk>
- Business and technology consultancy firm **Slalom** has appointed Caroline Grant to head up its **Manchester** office. Grant is a Bath graduate and will lead 120+ staff in Slalom's second UK site. <https://tinyurl.com/38a6ec7f> US-headquartered Slalom is listed in the Great Place to Work annual survey.

UK website consultancy.uk has produced **rankings** for UK consultancies across sectors and service lines <https://tinyurl.com/ypvaf5my> Like all 'best of " league tables the rankings are subjective, but a useful source of information all the same.

**Kearney** has announced an **enhanced benefits** package for employees. Dubbed family support, it includes extended parental leave, childcare subsidies and adoption and fertility help. <https://tinyurl.com/35zmsziy>

**Overall demand for consulting services is still strong** - but less predictable, says Source Research Group <https://tinyurl.com/3mjprzmv> Productivity improvement and cost reduction projects are flavour of the month with **public sector** clients, and those in **manufacturing, pharma and healthcare**. This segment is expected to grow by 8% in 2023. **Strategy consulting** is also robust, particularly in **SE Asia**. Source calculates the global consulting market was worth **\$235bn in 2022** – with strategy about 7% of the total.

Who's Eating Who..

- French consultancy **EPSA** has taken over Dutch firm AB&C Groep. EPSA consults on **procurement, performance improvement and innovation**. It has 2000 staff in over 30 countries. <https://tinyurl.com/2p86w83f>
- **Sustainability consultancy firm SLR Consulting** has made two recent acquisitions: Carnstone, an **ESG and sustainability** consultancy, and **emerging markets ESG** specialist Ibis. Following on from two other consultancy takeovers in the last year, SLR can now boast one of the **largest international teams** of global ESG advisors. <https://tinyurl.com/4jbm3x9x> and <https://tinyurl.com/y5w3wp9t> There are **jobs in 13 countries** advertised on its careers pages <https://tinyurl.com/2hutnt4b>

The market for **AI** and implementation services was worth c\$18bn to consultancies in 2022, calculates intelligence firm Source Research Group. But how fast will it expand? Its latest report looks at the four factors which will influence growth <https://tinyurl.com/yf7ckzjt>

If you are serious about getting into consultancy, you have to be serious about **case studies**. Management consulted.com has a **guide** to understanding the case study framework. <https://tinyurl.com/3jen45w2>

Thank you to readers who have shared their experiences (good and bad) of **online tests**, and to provide **salary information and interview tips**. Success stories came from: Bayes MBA to FTI UK,

Loughborough MBA to Deloitte India, EMLyon MiM to CapGemini Invent France, and Warwick MBAs to Aliancy France and IQVIA Taiwan.

During June I spoke about **careers in consultancy** to Masters students at Bristol University <https://tinyurl.com/tm5adtyj> and was a webinar panellist at Nottingham University Business School <https://tinyurl.com/3nue9csd> .

I'll do my best to help you with your applications for consultancy or preparations for interview, free of charge. Contact me via [don@donleslie.uk](mailto:don@donleslie.uk) to set up a 15 minute call or Zoom.

**Back copies** of the newsletter can be found on LinkedIn <https://www.linkedin.com/in/donfleslie/detail/recent-activity/posts/> and on my website <https://www.donleslie.uk/newsletter/>

The next edition will be published at the beginning of August. Reply with **UNSUBSCRIBE** in the subject line if you wish to leave the circulation list.

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