

# SAVITAS

## Consulting Newsletter

October 2024

**News / Events / Opportunities / Company Spotlight / Case Interviews**

Thanks to Cambridge Judge Business School for inviting me to talk to their students about consulting careers this month. I would also like to extend my support to those who I have been helping to prepare for case interviews. You have inspired me to add a section in this newsletter to share my top 5 tips to master the case interview.

October is going to be a busy month. I will be coaching and presenting at 18 events across 11 different business schools, all with students eager to learn about the current market for consultants, how to think like a top consultant and how to land their dream job. Take a look at my [events page](#) and get in touch if you would like to discuss how I can help. You can find a list of offerings on my [website](#).

890 people now receive this newsletter. You can subscribe to future newsletters at the bottom of this one. PDF versions can be downloaded [here](#).

### Industry News



PwC fined \$67m and banned from China for 6 months due to their part in the Evergrande collapse in 2021. This has led to PwC stopping a [\\$140m investment](#) in China.

[BBC.co.uk](#)



The [Consulting Report](#) has announced the top 25 healthcare consulting leaders of 2024. Their article predicts that the sector is going to grow by 9.5% annually until 2031.

[Consulting Report](#)



Consultancy.uk predicts that niche consultancies will outpace larger firms. One [survey](#) found that only 1 in 10 business leaders feel large strategy firms are worth hiring.

[Consultancy.uk](#)



FTI Consulting has recruited several business transformation leaders in Europe to boost their corporate finance and restructuring segment. They all come from Boston Consulting Group and McKinsey.

[FTI Consulting](#)



Despite positive signs in the consulting industry, it appears that strategy firms such as Bain and EY Parthenon are delaying MBA start dates in 2024. Get the lowdown on various consultancies here:

[Recruitment](#)



The work environment at EY India is being investigated following the death of a 26 year-old associate whose mother blamed the death on stress caused by her work. Could this initiate a change in working practices there?

[Reuters](#)



The UK Management Consulting Association (MCA) has several articles by young consultants at various consulting firms explaining what their work-life is like. This is a great source of inspiration for students.

[MCA.org.uk](#)



Accenture continues its spending spree with acquisitions in Germany including Camelot, an international, SAP-focused consulting firm, and Consus.Health, a German healthcare consultancy.

[Accenture](#)



BCG has admitted that it paid bribes to win consulting business in Angola between 2010 and 2016. The case has been settled with the US justice department by agreeing to return \$14 million worth of profits

[WSJ.com](#)

## Events

- **Bain & Company** is hosting [numerous recruiting events](#) in October and will be visiting various business schools (too many to mention here).

- **BCG** has various [events](#) advertised for aspiring students in UK, Amsterdam, Munich, Zurich, Prague, Vienna, and Stuttgart in October.
- **L.E.K Consulting** are holding a free, virtual event on [October 9th](#) to learn about their Life Sciences work.
- **McKinsey** is hosting a series of [virtual events](#) in October including an introduction to the company, successful CVs and interview skills. They also have various [case workshops](#) lined up for October.
- **PwC** has a series of both in-person and virtual recruitment [events](#) listed for October. For their virtual events, you create an avatar and enter a [virtual park](#) to learn about the company and meet people. They are giving tips on their recruitment process on [22nd October](#).
- **Simon Kucher** is hosting a free, in-person and virtual [event](#) at their London office on 14th November for all aspiring consultants who identify as female. Deadline 31st October.

## Recruitment and Internship Opportunities

- **Accenture** has management consultant roles advertised in the [insurance](#), [public sector](#), and [banking](#) sectors based in several offices across UK.
- **Advancy** is still recruiting interns at their [Frankfurt](#) and [Paris](#) offices and strategy consultants at their [Frankfurt](#), [Paris](#) and [London](#) offices.
- **Arthur D. Little** has numerous [internship](#) vacancies open at various offices in Australia, South East Asia, North Africa, and Europe. They also have associate, analyst and consultant [roles](#) open.
- **Bain & Company** is advertising for [Associate Consultants](#) and [Internships](#) globally. They also have various [internship programs](#) open for application ranging from less than a week to several months part-time.
- **BCG** has opened [applications](#) for UK associates (deadline Oct 24th) and France (deadline July 2025) but have closed applications in Spain. You can apply and find deadlines for similar global opportunities [here](#).

- **BCG** has [Associate and Consultant](#) opportunities in London, China, Copenhagen, Oslo, Spain, Stockholm, Helsinki, Netherlands, Brussels and Paris. Take a look at their [virtual office](#), designed for people considering a role there.
- **Elixr** has graduate analyst vacancies in [London](#), [New York](#) and [Dallas](#). They also have consultant roles open in [London](#), [San Francisco](#), [New York](#) and [Dallas](#).
- **Kearney** has re-advertised the Prokura [associate consultant](#) in the London Office along with [various](#) internships, associate roles and analyst programs in Lisbon, Milan, Paris, North America, Madrid, Riyadh, and Kuala Lumpur. Note that they are recruiting a recruitment specialist in Riyadh suggesting growth there.
- **L.E.K** is advertising 2 [consultant roles](#) in USA (\$185k/year) in their financial services/fintech and digital practices with deadlines at the end of October.
- **L.E.K** is also [advertising](#) for a [USA summer consultant](#) in 2025 and generalist and life sciences interns, associates and specialists in Munich, London, Wroclaw, Madrid and Paris.
- In [Asia](#) and [Australia](#), **L.E.K** is advertising for an associate in Singapore, a consultant in Tokyo, and consultants in Melbourne.
- **McKinsey** is advertising globally for [associates](#), [associate interns](#), [business analysts](#), and [business analyst interns](#).
- **Oliver Wyman** appears to have filled a lot of entry-level roles but they still have internships advertised in [Stockholm](#), [Zurich](#), and [Paris](#).
- **Partners in Performance**, the operations management consultancy that is now part of Accenture, is [hiring](#) Business Analysts, Associates and Senior Associates in London, USA, Canada, Perth and Johannesburg.
- **Roland Berger** has [19 global internship](#) opportunities, [3 MBA vacancies](#) in Germany, Bucharest and Tokyo and [23 global vacancies](#) for graduates across Europe, Morocco, Vietnam, Malaysia, Indonesia, and China.

- **Simon Kucher** is advertising [internships](#) in Spain, Finland, Turkiye, Norway, Germany, Mexico, and France, as well as 13 [consultant vacancies](#) in Germany, Luxemburg, India, USA, Turkiye, and Brazil.

## Company Spotlight - **Proudfoot**

Alexander Proudfoot founded this consultancy in 1947 in Chicago to support companies with delivering operational excellence by unleashing the potential of frontline workers. With one service they detect and correct the root causes of lost time and waste within an organisation. The Proudfoot System empowers frontline managers, supervisors, and workers, improving their wellbeing and accelerating operational results. Today, the business is led by Neil O'Brien, former Director at Accenture. They are advertising several roles in London including an early careers talent acquisition manager in UK, highlighting their intent to recruit more.

- **Head Office** – Atlanta, USA
- **Employees** – 400+ mainly in North America, UK and Europe
- **Locations** – Offices in London, Atlanta, Houston, Paris and Frankfurt
- **Known for** – Improving operational performance using 'The Proudfoot System' in the mining, manufacturing, oil, gas and chemicals industries.
- **A good option for** – those with a technical/science/engineering degrees with operational experience in the heavy industries who like the idea of working on the frontline and getting the most out of people. Lot's of travel should be expected.
- **Example Opportunities** (all based out of UK)
  - [Mining Senior Consultant](#)
  - [Capital Delivery Specialist Projects](#)
  - [Engagement Manager](#)  
(Manufacturing/Mining/O&G/Water/F&B)

- Senior Management Consultant (SME, Mining, Mining Maintenance, Asset Management)

## Mastering the Case Interview

As the recruitment season heats up, consultancies are on the lookout for the next wave of talented analysts and consultants. At the heart of this process? The case interview - a rigorous test designed to simulate the complex, high-pressure problem-solving that defines a consultant's role. Success in these interviews requires more than just sharp analytical skills; it demands a structured, strategic approach and the ability to think on your feet.

### What Are They Looking For?

- **MECE Mindset:** Can you structure problems in a Mutually Exclusive, Collectively Exhaustive way?
- **Strategic Thinking:** Are you seeing the forest or just the trees?
- **Data Wizardry:** Can you crunch numbers and interpret charts without a calculator as your crutch?
- **Business Savvy:** Do you understand what makes companies tick?
- **Executive Presence:** Can you communicate like a seasoned pro and hold your own in a boardroom?

Here's how you can prepare effectively and avoid common pitfalls:

#### 1. Practice, Practice, Practice!

Talent alone won't get you through a case interview. Even the most gifted candidates need extensive practice to excel. Engaging in mock interviews, either in groups or with a coach, can make a dramatic difference. The more you practice, the more comfortable and confident you'll become in tackling complex cases.

#### 2. Keep It Strategic, Not Detail-Obsessed

It's easy to get bogged down in the minutiae. However, focusing too much on details can sideline your strategic thinking. Aim to maintain a high-level perspective and steer the case with a clear, strategic approach. Avoid getting lost in the weeds—focus on leading the case effectively.

### 3. **Avoid the Scattergun Approach**

Don't list every possible cause or solution right away. This scattergun approach often signals a lack of clear hypothesis and strategic focus. Instead, develop a well-thought-out hypothesis and use it to guide your analysis and recommendations.

### 4. **Showcase Leadership and Presence**

Most case interviews are led by the candidate (with exceptions like McKinsey or BCG's online cases). Interviewers are looking for more than just analytical prowess—they want to see how you navigate complexity and ambiguity with professionalism and poise. Frame your analysis as a compelling narrative, ask insightful questions, and remember to engage with a confident smile.

### 5. **Don't Forget to include Actionable Outcomes**

Always ask yourself, “So what?” and “What next?” Translate your analysis into actionable recommendations. The goal is to determine what the data implies and what else may be needed. Your ability to provide clear, actionable next steps will demonstrate your business acumen and strategic thinking.

For additional resources and support, check out the free case interview materials available on my [website](#). If you're interested in a workshop, a case competition, or personalized mock interviews for your students, feel free to reach out to me at [jamesbrown@savitas.co.uk](mailto:jamesbrown@savitas.co.uk).

## Get in Touch



[James Brown](#) is a certified coach, a practicing management consultant and a former Director at Accenture Strategy and Consulting. You can learn more about him, the workshops, webinars, courses, case competitions and coaching he offers on the Savitas website. You can also set-up a 15-minute introductory call with him using the link below.

[Savitas Website](#)

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