

June 2024 Consultancy Newsletter

Here's a selection of news articles about strategy and management consultancy. If you are planning to move into consultancy in 2024/5, I'd encourage you to be proactive. Research a selection of firms and choose 10-15 to follow – bookmark their press releases and careers pages and look out for indications that recruitment might be imminent. These include the opening of a new office, the appointment of new partners and directors, the launch of a new service, the acquisition of one firm by another, and investment from private equity.

Sports consulting - consulting salaries - CIL jobs - consulting growth - case study help - Kearney leaders - new Paris office - consulting clubs - A&M expansion - Alix automotive consulting - Accenture Australia acquisition - McKinsey Academy – sector lists

Consulting jobs (and others) in the **international/economic development** sector can be accessed at <https://tinyurl.com/3dr7rv8c>. The **Development Aid** website also publishes a weekly list of new vacancies – worth signing up for if this area of consultancy is of interest.

Industry News

- **Salaries** at the **Big Four** in the US are discussed in a video from MyConsultingOffer.org <https://tinyurl.com/bdynx59m>
- Management consultancies **increased revenues** by 9% last year, mainly due to demand for **sustainability services, IT advice and artificial intelligence**, reports SPI Research. Website Consultancy.uk analyses its findings <https://tinyurl.com/yecufear> Global profits increased, albeit only slightly, despite uncertain economic conditions. In Europe, average revenue growth was 10%, the US 7% - encouraging, considering last year was a 'lean' one for global consulting.
- **International Consultants Day** is on 6th June this year. <https://tinyurl.com/2sj6eh6y> The event celebrates the consultancy profession and is no doubt marked by street parties and other commemorative events in your neighbourhood... Joy unbounded!

Strategy consultants **CIL** are hiring in **Germany, the UK and the US** <https://tinyurl.com/eszf6adf> for roles in M&A, value creation and advanced analytics.

Lists

- Website The Consulting Report announces the **top 25 Women Leaders** in consulting. They are "accomplished senior consultants and leaders who not only excel but also serve as role models within their firms." <https://tinyurl.com/55h2u4mw> They include alumnae from **Bristol, Deusto, EADA, IE, INSEAD, Sheffield and Surrey**. The Consulting Report www.theconsultingreport.com has also drawn up a list of its top 25 consultants in **consumer goods and retail** <https://tinyurl.com/yvzek93d>, its top 25 consultants in **digital transformation** <https://tinyurl.com/y6jnzzn8>, and the same for **automotive consulting** <https://tinyurl.com/afeej9y>.

Deloitte Digital and the **International Olympic Committee** have launched a campaign to mark the 100 day countdown to the Paris Games <https://tinyurl.com/3zccu7j3> Deloitte has a 10-year strategic partnership deal with the IOC. See <https://tinyurl.com/yfc3ekpk> for more about Deloitte's involvement with the Olympic Games, stretching back to 2003 with help for the London Games bid and forward to the 2032 event in Brisbane. Deloitte's careers site can be searched here <https://tinyurl.com/mrxxju4v>

Interview Preparation, Tips and Tricks

- There are six popular types of **case study**, says website Management Consulted.com <https://tinyurl.com/yc7k73ut> , and it shows how to solve them – from market sizing to M&A.
- I recommend signing up for the monthly or quarterly **newsletters** written by consultancy firms. These are (generally) a good read and provide insights into the work of the firm – useful if it is a consultancy on your target list. Here’s an example from **Arthur D Little’s** <https://tinyurl.com/2ubjxsrf> sign-up page.
- The **McKinsey Academy**, launched in 2014, has helped more than one million participants, reports the firm <https://tinyurl.com/35y5y6k5>. They have come from all industries and sectors to take advantage of free skills building initiatives.
- Thinking of organising a **Case Competition** for your business school or consulting club? Website ManagementConsulted.com explains how to set one up in a detailed article <https://tinyurl.com/4najpp2d> It is also offering more help on a free call (see <https://tinyurl.com/bdcsebea>) on 12th June for representatives from universities of clubs who plan to run such an event.
- Newsletter readers who reported last month on consultancy recruitment successes, shared salary information and gave insights into recruitment processes included a Cambridge MBA to **McKinsey** Delhi, Cambridge MPhil to **Roland Berger** Hong Kong, IMD MBA to **Miebach** Madrid, NTU undergrad to **Alton Aviation** Consultancy Singapore and a UCD MBA to **E-Y Parthenon** Dublin

PricewaterhouseCoopers US is planning to cut its new partner appointments by 50% <https://tinyurl.com/yjksw6x2> says the Wall Street Journal. 85 new partners are expected to be admitted this year, down from some 200 in 2022 and 187 in 2023, as demand for advisory services continues to slow and the firm reorganises its business lines.

Meet The New Boss

- Global consulting firm **Slalom** <https://tinyurl.com/3tvty8fpg> has appointed Mike Shimota as leader of its **Asia Pacific** business. He joined Slalom to grow its Australian practice (offices in Melbourne and Sydney) and has taken the firm into **New Zealand** (Auckland).
- **Kroll** has a new COO. The risk and financial advisory consultancy has appointed Jennifer Huntington to lead the firm’s 6,500 consultants. <https://tinyurl.com/32c86w9m>
- **The Sports Consultancy** has a new Managing Director, <https://tinyurl.com/3jkc7sn> Matt Wilson (Leeds University alumnus). The firm is offering an **Analyst** role in London <https://tinyurl.com/yr29s7tf> TSC consults to a wide range of sporting organisations including Arsenal, Liverpool, Manchester Utd., The FA, Goodwood, the International Olympic Committee and World Athletics.
- **PwC Australia** is on the mend with new senior appointments after its disastrous government tax leak scandal <https://tinyurl.com/2p5p48xm> which led to 37 partners and 330 staff leaving the firm. There are a couple of consulting roles advertised on its careers website <https://tinyurl.com/59hute4r>
- **Kearney** has made some senior appointments. Bob Willen has been elected managing partner and chairman <https://tinyurl.com/yck4fdmj> . Shigeru Sekinada (ex-INSEAD) is the new Asia Pacific region chair <https://tinyurl.com/2s4j7mf4> , and Richard Forrest (Cranfield and Nottingham) has been promoted to European chair. Five partners in **Asia** have also been given leadership roles, as the firm’s growth there continues. A new office was opened

recently in **Manila**. There are over **100 jobs, from Norway to New York**, in strategy and operations consulting on the careers pages https://kearney.recsolu.com/job_boards/1

- **KPMG** in the UK has appointed Joe Cassidy as its new Head of Technology, Media and Telecoms (TMT) practice <https://tinyurl.com/bddwcy54> vvvv
- **Alvarez & Marsal** expands its EMEA Debt Advisory practice with the appointment of Virginie Gasnier (UPC Madrid alumna) as a **Managing Director in Paris**. <https://tinyurl.com/mr3xf6ez>
The A&M Debt Advisory team has enjoyed good growth in recent years and now has 11 EMEA directors in **Dubai** (5 jobs advertised), **Frankfurt** (30), **London** (36), **Manchester** (5) and **Paris** (28). The roles can be found at <https://tinyurl.com/3fyzan4p>
- **KPMG Luxembourg** has elected David Capocci to lead the firm for another four years <https://tinyurl.com/5x3csbnm>. There are **29 roles** in consulting posted on the KPMG Luxembourg careers page <https://tinyurl.com/2peencw9>

Here's a website which allows you to **search for consultancy jobs**. It's new to me:

www.consultantroles.com The landing page has a number of filters which allow you to choose the type of consultancy work (eg strategy, finance operations), job type (internship, new entry etc) location and more.

Who's Eating Who?

- **Accenture's** mission to acquire every small consultancy on the planet continues.... It has gobbled up Parsionate, a **German data consultancy** which specialises in data strategy development and technology implementation in retail, consumer goods, life sciences and industrials. <https://tinyurl.com/mpvdpdydc> The move strengthens Accenture's AI capabilities in Europe. And in Brazil, <https://tinyurl.com/538d9nji> SOKO, a **creative agency** which is ranked one of Brazil's top three advertising agencies has joined the behemoth. It becomes part of Droga5, itself a sub brand of Accenture Song. Song is also the destination for Unlimited, a UK **customer engagement consultancy** <https://tinyurl.com/33fkcvyf> Leading Australian consultancy Partners in Performance is to be acquired by Accenture. <https://tinyurl.com/mksm3pkx> The firm's 400 consultants handle **business performance improvement** work in asset intensive industries by leveraging data and AI capabilities. You can read about other recent Accenture acquisitions here: <https://www.donleslie.uk/management-consultancy-newsletter-april-2024/> <https://www.donleslie.uk/management-consultancy-newsletter-february-2024/> <https://www.donleslie.uk/management-consultancy-newsletter-january-2024/>
- **Alix Partners** <https://tinyurl.com/3s3wps6z> has beefed up its **automotive practice** with the acquisition of automotive specialist Berylls. 160 professionals will join Alix, the majority in **Germany**, with others joining the firm in **Austria, China, South Korea, Switzerland, the UK and the US**.
- **Newton Europe**, a 400 strong consultancy known for its work in the public sector and retail, has bought Magnetic <https://tinyurl.com/veyr9p9e>, an **innovation and design** consultancy. Newton has maintained a 25% annual growth rate for the past 20 years and has international ambitions. Its careers page highlights roles for graduates, head office positions and experienced consultants <https://tinyurl.com/mc5zuxee>

My final Careers in Consultancy seminar was delivered last month to Loughborough University's MBA class, and my very last webinar will be for Nottingham's postgrads in June. Thereafter consultant and business school speaker **James Brown** will be taking over. James is already busy on LinkedIn posting information about opportunities in consulting <https://www.linkedin.com/in/james-brown-savitas/>. He is an MBA and a former Director at Accenture Strategy and Consulting, a

practicing management consultant and certified coach. He currently supports several of the UK's top-ranked business schools with seminars, workshops, courses, and coaching to help students develop consulting skills, practice consulting case studies, understand the market for consultants, and transition their careers into consulting. You can find out more on his website, www.savitas.co.uk/services-3.

New Office

- **Turkish** professional advisory firm **Ortac International** has opened an office in **Dubai**. <https://tinyurl.com/ydaz7u8m> The firm also operates in Cyprus and the UK.
- **Humatica**, a consultancy for **organisational effectiveness in private equity**, has opened an office in **Paris** <https://tinyurl.com/2c6f7s46> Humatica is headquartered in **London**, and already operates out of **Munich, Singapore and Zurich**. There is an open invitation on its careers page <https://tinyurl.com/53rpkd5k> if you are interested in working with entrepreneurial buyouts.

Thank you to all the universities, business schools, consulting clubs and students who have engaged me over the last 25 years. I've enjoyed working with you. I hope my advice on how to get in, get on and get out of consulting has been helpful to those who sat through my sessions, or took telephone and Zoom coaching. Good luck with your careers. Maybe our paths will cross again further down the road...

The next newsletter will be published by James Brown at the beginning of July. Reply with **UNSUBSCRIBE** in the subject line if you wish to leave the circulation list.

Back copies of the newsletter are on LinkedIn <https://www.linkedin.com/in/donfleslie/recent-activity/posts/>, my website <https://www.donleslie.uk/newsletter/> and from James at <https://www.savitas.co.uk/newsletters>

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