



KPMG jobs in ME-EY Parthenon appointments-Kearney-environmental consulting-MBB interns and more in Don Leslie's consultancy newsletter



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Open Immersive Reader

May 2023 Strategy and Management Consultancy Newsletter

Here are some current articles relating to **strategy and management consultancy**. These may be of interest to you if you're researching consulting. Information like this could spark an idea that leads to a job opportunity.

There are **fewer consultancy opportunities** around now than before. Competition for them is fierce, from MBAs 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.

"The Big Con – How the Consulting Industry Weakens our Businesses, Infantilises our Governments, and Warps our Economies" by Professor Mariana Mazzucato and Rosie Collington, is the latest **exposé on consultancy**. According to the authors, consultants trick clients into believing they have better capabilities so they engage consultants instead of developing their own, and thus become even more dependent on consultants. You can read a review <https://tinyurl.com/2p9c9wkv> from the Centre for Management Consulting Excellence, or listen to a podcast <https://tinyurl.com/2p8ht5pp> with one of the authors.

McKinsey, Boston Consulting Group and Bain and Co. have announced application deadlines for the US and Canada - 2024 **internships and fulltime** roles. These are open to undergrads, pre-experience Masters, advanced professionals and MBAs. European deadlines to follow... <https://tinyurl.com/pmt9b7f2>

Meet The New Boss

- Accenture's creative agency **Song** has appointed co-CEOs, Zoe Eagle (a Nottingham graduate) and Will Hodge (Bristol) <https://tinyurl.com/3bz3ezhz>

Originally branded Accenture Interactive, Song is home to the over 40 marketing, branding and creative agencies which have been gobbled up by Accenture in the recent past. (There are **65 jobs** on its website <https://tinyurl.com/mrxaafjx>) At one stage it was acquiring smaller creative businesses every 10 days....

- **Bain & Co India** has announced a new Managing Partner, Parijat Ghosh, and a new chairman for Bain India – Karan Singh. <https://tinyurl.com/4ypxnjbe> You can find **Bain's careers pages** at <https://tinyurl.com/3hknk4pp>

- **EY** has announced the appointment of two leaders to the **Global Private Equity** team. One of them, Will Rhode, who is responsible for **ESG**, is a Newcastle University graduate. <https://tinyurl.com/5857ns4d>

- **Vintura**, a European **healthcare and life sciences** consultancy, has added three new partners to its **Dutch and French** offices. The Dutch-headquartered firm is part of AmerisourceBergen, an international provider of solutions for pharma, biotech and medtech. <https://tinyurl.com/yc62ezmw> What makes a "hero" (ie consultant) at Vintura is explained on these **careers pages** <https://tinyurl.com/ym9mzvw8>

- Mike Hyne has joined **PA Consulting** as a partner in **health and life sciences**. <https://tinyurl.com/3pszk65w> The UK firm has 4000 strategists, innovators, consultants, digital experts, scientists, engineers and technologists in **Ireland, The Netherlands, the Nordics, and the US**. Over **120 jobs** are currently open <https://tinyurl.com/yc32m4my>

- Other **Big Four UK** appointments: **KPMG's** Philip Shields (NYU Stern MBA) now leads the firm's real estate corporate finance practice as managing director and Donnie MacLeod has a similar role at the energy M&A team. James Osborn (Melbourne) becomes **KPMG's** chief digital officer. **Deloitte has its first chief sustainability officer, Smruti Naik-Jones (Southampton)**. <https://tinyurl.com/45cvywbm>

- **KPMG Saudi Arabia** lauds a new **Head of Digital Innovation**, Robert Ptaszynski, who'll be based in Riyadh <https://tinyurl.com/395uuhrs> There are KPMG regional jobs <https://tinyurl.com/38z2efk4> in **Saudi Arabia, Jordan and Lebanon**

- **Moorhouse had admitted Ed Charlsh (Nottingham) to the partnership. He is lead for the energy and utilities team.** <https://tinyurl.com/fw2ccn39> Moorhouse has **jobs in London** at Senior Consultant and above. <https://tinyurl.com/2p92yr26>

- **Environmental consultancy Longevity Partners** has a new COO <https://tinyurl.com/ycckk96mw> The fast-growing firm has 200 staff at offices in Amsterdam, Austin, London, Miami, Milan, Munich, New York, Paris and Tokyo. If you are interested in working for the firm in **France, Germany, Italy, Japan, The**

Netherlands and the UK, see <https://tinyurl.com/n6rzksu9> And learn more about Longevity from previous newsletters: <https://www.donleslie.uk/consultancy-newsletter-february-2023/> and <https://www.donleslie.uk/consultancy-newsletter-october-2022/>

- **James Nicholson (Edinburgh) has become head of strategy at EY-Parthenon.** Nick Feingold (Nottingham) is a new **partner in the firm's customer and growth strategy practice** – a cross sector team which helps maximise profitable growth through value proposition innovation and commercial excellence. And **Lluis Borrell (INSEAD) joins the partnership in EY-P's TMT practice**, to specialise in digital infrastructure, telecoms and sports media. EY-Parthenon now has more than 9000 consultants, 700 of whom are based in the UK and Ireland. <https://tinyurl.com/43rvvu4x> The firm's **global careers site** has more information about joining <https://tinyurl.com/y2yj35yf>

- Website The Consulting Report has compiled a list of the **top 25 consulting leaders for financial services** consulting in the US and UK. <https://tinyurl.com/35c7ybvd>

We've written before about the **Saudi** government's plan to require consultancies to **employ local staff**. As of April 2023, 35% of consultants must now be 'localised'. <https://tinyurl.com/4m2xw58a>

Parramatta, Western Sydney is the site of a new **KPMG Australia** office. <https://tinyurl.com/37cytt2m> (with **jobs** listed here <https://tinyurl.com/hehuusve>) It boasts indigenous artwork from local high school students, all-gender bathrooms, a parent room, a non-denominational reflection room with a foot bath, "which can be used for anything from prayer to reflection and stretching", an open-air terrace and a well-being hub for relaxation. If that doesn't get the staff back to the office....

New In Town

- Sports consulting: **Phillip Chiverton Consultancy** is a new advisory business for **golf** course owners, golf clubs and golf resorts. <https://tinyurl.com/42mzh433>

- **Houston** joins Cardiff, Hong Kong, Leeds, London, Melbourne, New York, Riyadh and Sydney as the latest location for consultancy **Q5**, a strategy and organisational change firm. <https://tinyurl.com/ye28dh6b>

- More **sports consulting**: website managementconsulted.com has an interview with the **Deloitte US sports consulting practice lead**. <https://tinyurl.com/muxthtm4>

Case study prep: watch this **McKinsey** market sizing case <https://tinyurl.com/4nfvrmkn> presented by website www.managementconsulted.com.

It is part of a free case study training programme offered by the website.

<https://tinyurl.com/2p9ashut>

A **Kearney** manager gives an interview to managementconsulted.com about the firm, **recruitment** and getting hired by Kearney <https://tinyurl.com/2p8jnv3d> Jobs in **Toronto** <https://tinyurl.com/5n7nywm6> and **Chicago** <https://tinyurl.com/yw2dr3dk>

Technology consulting will be one of the faster growing sectors in consulting over the next few years, says market intelligence firm Source Global Research.

<https://tinyurl.com/4z8vnrcb>

Who's Eating Who?

- **Roland Berger** has absorbed German restructuring consultancy Candidus, a thirteen strong restructuring firm which targets medium-sized enterprises in financial difficulties or insolvency. <https://tinyurl.com/4ubb4ucc> The acquisition also expands Roland Berger's portfolio of interim restructuring specialists who are appointed externally to sort out such problems. This opens up a new line of business for Roland Berger, in-house interim restructuring executives – a fiercely competitive field dominated by AlixPartners, FTI Consulting and Alvarez & Marsal, and recently entered by McKinsey, Boston Consulting Group and Bain & Co.

- **PhiDelphi Corporate Finance**, a Dutch consultancy, has merged with Clearwater International, a mid-market M&A consultancy. The enlarged firm has 17 offices in ten European countries. <https://tinyurl.com/ywd7jcm8>

- **KPMG US** has bought Seattle-based The Arnold Group, a **go-to-market strategy** consultancy for B2B tech companies <https://tinyurl.com/4h5ubs63>

- Last year's **ban imposed on Bain & Co** by the UK government – excluding it from any public sector consulting – has been lifted. The original move was prompted by a state capture scandal in South Africa, but Bain has since promised to improve its internal governance. <https://tinyurl.com/3u9dk27u> Other firms mired in controversy over similar issues in South Africa include McKinsey and KPMG.

Industry commentator The Consulting Report has released its "**Top 25 M&A Consultants**" list. <https://tinyurl.com/3kpbw7tf>

McKinsey is closing down its US **bankruptcy practice**, reports the Wall Street Journal. Part of the firm's recovery and transformation services division, it has had to deal with numerous lawsuits and government investigations related to the team's work. <https://tinyurl.com/5e8j2x7z>

Sign Of The Times

· The **back office** teams at **EY** (EY Global Delivery Services) and **KPMG** (KPMG Global Services) in **India** have been asked to return to their desks.

<https://tinyurl.com/2p84cbtf>

· On the one hand, **Accenture** reports strong revenues and record new bookings for the second quarter of 2023 (revenues are \$15.8 billion, an increase of 5% and new bookings are \$22.1 billion, a 13% increase) <https://tinyurl.com/ptzurje7> and on the other, Accenture is expected to **cull 19000** of its global workforce due to lower than anticipated profits. <https://tinyurl.com/mp4tnzsv>

· **EY US** is planning to **chop 3000** consultants, says the Financial Times, following the failure of the plan to split EY audit from EY consultancy. The firm spent \$600m dollars on the doomed bid. www.ft.com Cuts at other firms announced so far can be found here: <https://tinyurl.com/ydwzsdf3>

Elixirr, one of Europe's fastest growing consultancies, drove profits up by 40% in 2022. <https://www.elixirr.com/annual-results-2022/> **Application portal** here: <https://tinyurl.com/wwakpm2a>

Thank you to those who have contacted me with their **success stories, salary information and interview tips**. Last month I heard from: Aston MBA to GfK, Bath MSc to Capgemini, ESADE MBA to McKinsey, LSE MBA to Curzon, Nottingham MSc to Mercer Middle East, and Warwick MBA to Putnam.

Back copies of this 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/>

Over the next few weeks I speak at **Oxford Saïd, Nottingham Business School and Bristol University**.

The next edition will be published at the beginning of June.

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