

January 2024 Consultancy Newsletter

Happy New Year to you. Here's my roundup of **news in the consulting industry**. If you've read my articles before or heard me speak about getting hired by a consultancy, you'll know I try to ferret out information which will help you track down a consulting role.

**McKinsey cutbacks - UK growth - Accenture acquisitions - Deloitte interview process - Roland Berger and water - Oliver Wyman and transportation - top firms in the Middle East - Mastercard Consulting expansion - Song's Tale - Deloitte Canada's sustainability move - Newton Europe's new boss - OC&C internships**

Sustainability and new technology will fuel demand for consultancy services over the next 12 months <https://tinyurl.com/2kcmpypt> The Management Consultancies Association of the UK is projecting **13% growth** for the industry in 2024.

Meet The New Boss

- **Alvarez & Marsal** has hired another Senior Director for its Manchester office, Jane Hartley. She has degrees from Oxford Brookes and Manchester. <https://tinyurl.com/47jc6cyv> Search for A&M openings here <https://tinyurl.com/mt4dzbht>
- The retail division of consultancy **4C Associates** has a new partner, Rob Vos. The operations and supply consultancy has over 100 consultants working from a London base. <https://tinyurl.com/42yc53h5> It has 'early career' openings <https://tinyurl.com/399xujfa> on its website.
- Matt Wills has been promoted to Partner at **OC&C**, eleven years after joining the firm from Oxford University. <https://tinyurl.com/csuzkuwh> He works in the retail and leisure sectors at the London office. There are **internships** in the UK and the US, and other roles <https://tinyurl.com/2e4wav7s> in Boston, London, Munich and New York.
- Operations strategy and transformation consultancy **Argon & Co.** has a new UK business leader, Ben Wright. <https://tinyurl.com/69uyhx47> It has 16 offices around the world. You can find out how to join the firm here: <https://tinyurl.com/5f3u3jtz>
- Steven Phillips becomes Managing Partner of **Newton Europe**. <https://tinyurl.com/2p98usst> With over 1000 consultants, the firm works in operations consulting across a number of sectors. It is based in Oxfordshire. Phillips has an MBA from Nottingham University Business School.

**Mastercard** is expanding its consulting business with the launch of two new practices – AI consulting and economic consulting <https://tinyurl.com/mrxsskxk> and enlarging its business transformation service, Digital Labs. See <https://tinyurl.com/mr2rbbpt> for consulting openings.

Resources

- Website consultancy-me.com has compiled a list of the **top consultancies in the Middle East**, <https://tinyurl.com/bdfyx87e>, searchable by expertise and industry.
- The four-step **Deloitte interview process** <https://tinyurl.com/4cwuhte7> is explained by website MyConsultingOffer.org
- What **questions** should you ask your consulting interviewer to show you'll make a great consultant? MyConsultingffer.org suggests a few <http://tinyurl.com/yend2vv2>, and some NOT to ask.
- Consultants Mercer have produced a survey of the **most expensive cities** to live in. <http://tinyurl.com/yc8945h2> Hong Kong is the most costly, followed by Singapore and

Zurich. At the other end of the table, Havana, Karachi and Islamabad are the least expensive. The Middle East is a popular destination for consultants: Dubai (18) and Abu Dhabi (43), Riyadh (85) and Jeddah (101) are all ranked mid-table.

Research company Forrester <http://tinyurl.com/yazysw93> has named **McKinsey** a “Leader” in digital transformation services. McKinsey’s sub-brand **QuantumBlack** is also praised for its innovative work in data science and AI. There are 11 jobs on QuantumBlack’s careers portal <http://tinyurl.com/yncur3bm>

#### New in Town

- French consultancy **Eight Advisory** has opened a New York office <https://tinyurl.com/5w839ypt> The firm’s 750+ consultants handle M&A, restructurings, strategy and operations issues in healthcare, technology and real estate. There are five roles on its careers portal <https://tinyurl.com/mvzktexk> The firm has 12 other offices in Europe.
- Muscat Oman joins Hong Kong, London, New York and Sydney as the latest site of a **Q5 Consulting** office. <http://tinyurl.com/mpw377zu> The strategy and operational change consultancy’s recruitment page can be found at <http://tinyurl.com/2j29t7cs>

**McKinsey** has appointed 35% fewer partners this year, reports Reuters <http://tinyurl.com/bdz8kc3a> This implies the firm anticipates or is already experiencing reduced demand for its consulting services. Other sources say McKinsey and its competitors are delaying start dates for new hires by up to a year.

#### Accenture’s Appetite

- Ammagamma is an Italian consultancy based in Modena which helps companies use AI and generative AI technologies <https://tinyurl.com/4hw49a9n> It joins Accenture’s **Advanced Centre for AI** in Europe.
- Rabbit’s Tale, a Thai creative and digital experience agency becomes part of **Accenture Song**. The acquisition strengthens Accenture’s creative, brand and data capabilities in Thailand. <https://tinyurl.com/2mr7245w>
- US digital procurement and optimisation consultancy The Shelby Group has been absorbed into Accenture’s **sourcing and procurement technology transformation** business. <https://tinyurl.com/3c4z86rc>
- Accenture has bought the data and AI consultancy Redkite of the UK. <http://tinyurl.com/emy78w8x> The consultancy’s 200+ consultants work with consumer goods, retail and media clients to launch new products and personalise customers’ experiences. The team joins Accenture’s 80,000 strong **Data and AI Services** practice, itself about 10% of Accenture’s workforce.

**Scandals** and concerns about the consulting industry’s ethics and conflicts of interest <https://tinyurl.com/mtrtvvfb> are discussed in this long read from website ConsultingQuest.com

#### Who’s Eating Whom?

- **Deloitte Canada** has expanded its sustainability practice with the purchase of <https://tinyurl.com/42svzneh> Fleet Challenge, a prominent Canadian fleet management consultancy. The acquisition will strengthen Deloitte’s services in climate, sustainability and fleet decarbonisation. If you are interested in working for Deloitte Canada bookmark this page <https://tinyurl.com/ypvva54s>

- US change consultancy Insigniam has been absorbed into UK firm **Elixirr**. It has offices and 50 consultants in Philadelphia and California providing organisational breakthrough, innovation and transformation services. <http://tinyurl.com/5f7xh3h7> Elixirr is advertising jobs <http://tinyurl.com/mspkjkd9> in Cape Town, Colchester, Dallas, Houston, Johannesburg, London, New York and San Fransisco.
- **Oliver Wyman** has bought an aviation, aerospace and defence consultancy. <http://tinyurl.com/y3m3xxuh> SeaTec is a US firm with Canadian and British offices <http://tinyurl.com/yue5b4v8> and will join Oliver Wyman's transportation division CAVOK <http://tinyurl.com/mru38uce>
- Strategy house **Roland Berger** aims to become a major player in water consulting through the acquisition of Amane Advisers, an international consultancy to the water, resources and energy recovery sectors. <http://tinyurl.com/6y5ss7wy> Roland Berger's ambition is to be a €2bn consultancy within the next five years. Amane has offices in Bahrain, China, France, Singapore, Switzerland, the UK and the US. There are too many jobs on Roland Berger's careers site <http://tinyurl.com/yu6nku7u> to count.

Thank you to Newsletter readers who've told me about recruitment successes. New starters include a **Lancaster** undergraduate to Strategy& Dubai, **Newcastle** MBA to Kantar London, and a **Strathclyde** MBA to Optimum Melbourne.

As you may know already I am to retire from my "Careers in Consultancy" seminars, webinars and coaching activities in June 2024. I am pleased to say that consultant and business school speaker **James Brown** will be taking over this work. James is an MBA and a former Director at Accenture Strategy and Consulting. He is a practicing management consultant and certified coach. He already 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](http://www.savitas.co.uk/services-3).

In the meantime, I'll be talking to students at **EM Lyon** and **University College London** during January about the state of the consulting market and how to find jobs in it.

The next edition will be published at the beginning of February. 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/> and my website <https://www.donleslie.uk/newsletter/>

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