

September 2023 Consultancy Newsletter

It's the start of a new academic year and application deadlines – particularly for the top firms – are getting earlier and earlier. As you probably know, I'm ex-Deloitte, an ex-consultancy recruiter and now guide to those who want to make a career for themselves in strategy and management consultancy. I do this partly to keep myself away from Netflix and the wine rack, but also to help others discover this fascinating and rewarding profession. I scour the internet and the professional press for information which may help your students find consultancy jobs, some of which I cover below. Please feel free to circulate this newsletter.

Environmental consulting jobs - Manchester openings - ADL India - BDO \$ - McKinsey Reception - Lists - Python - Kroll - case study practice - maths help - Bain assessment - Accenture New Jersey - PMP Toronto - UK work visas - education consultants – BCG Hackathon

Application, Interview and Case Study Help and Advice

- Managementconsulted.com is offering a free **case interview preparation** course over 15 short video lessons <https://tinyurl.com/3vzfr4y5>
- It has also set up a community on LinkedIn for anyone wanting to **practice case studies** with someone in a similar situation <https://tinyurl.com/yyvec7t3>
- The **Bain online assessment** test (Bain Sova) is explained by website MyConsultingOffer.org <https://tinyurl.com/3md8pvah>
- And it has put together a list of consultancies which sponsor **Tier 2 visas** in the UK <https://tinyurl.com/mryd29pn> and **H1B visas** for the US <https://tinyurl.com/24v98z3b>
- A report from the Association of Graduate Careers Advisory Services about **UK post study work visas** <https://tinyurl.com/bddj96nh> will be of interest to international students in the UK seeking consultancy roles.
- Website ManagementConsulted.com has prepared a free guide to help with the **maths** in consultancy interviews. It covers how to extract information from charts and graphs, structuring calculations and translating the answers into insights for the client. <https://tinyurl.com/bdzda7ek>

Following the failure of **EY** to split consultancy from audit, Source Global Research has produced a podcast <https://tinyurl.com/3r6a7v7h> discussing the problems of the partnership model in professional services.

Who's Eating Who?

- **Environmental and offshore wind consultancy** APEM has acquired Nash Maritime, a boutique firm specialising in shipping consultancy. <https://tinyurl.com/4hxjnvk8> APEM has 600 consultants in the UK and Ireland.
- **Accenture** has bought US IT consultancy Strongbow Consulting, a New Jersey-based IT strategy firm. Strongbow's 60 consultants will join Accenture's recently launched sub-brand **Tech Value** which sits within the Accenture Technology Strategy and Advisory practice <https://tinyurl.com/msc423c9> delivering "total enterprise reinvention".
- **Economic valuations consultancy** BFI of The Netherlands has been subsumed into **Kroll**, a US risk, governance and growth consultancy, some 6000 consultants strong. <https://tinyurl.com/4wptxzpt> There are **350 jobs** on its careers portal <https://tinyurl.com/n55sdvya>
- **Deloitte Australia** has bought product lifecycle management (PLM) consultancy D-Twin. The new acquisition pushes Deloitte into the top spot for consultancy and implementation of PLM systems. <https://tinyurl.com/5xeazxzm> There are over **50 consulting and strategy**

jobs open on the Deloitte Australia website <https://tinyurl.com/2dtfufse> in Brisbane, Canberra, Melbourne, Perth and Sydney.

Python is the most sought after programming language, with consultancies requesting it almost twice as much as AWS, SQL, Java and machine learning, says Computer World. And firms are increasingly looking for independent consultants with expertise in AI tools such as ChatGPT, DALL-E, Midjourney, Stable Diffusion and Jasper. <https://tinyurl.com/3ws8r372>

Market Intelligence

- Recent announcements from consulting firms concerning billions of dollars of planned investment in **generative AI** are attempts to shape the competitive landscape of this emerging market, says Source Global Research. Find out more <https://tinyurl.com/2ufprz7n>
- Will AI turn out to be a blockbuster opportunity - or another blockchain? <https://tinyurl.com/yf7ckzjt> This article, also from Source Global Research, suggests that generative AI may create fewer consulting opportunities than many consultants think.
- Source has also released a new report: "The Sustainability Consulting Market in 2023". It says the **sustainability consulting** market will reach almost \$50bn this year. <https://tinyurl.com/2tk5kkd9>

Most consultancies nowadays publish thought pieces and research highlighting their take on the issues of the day. I'd recommend subscribing to those from your target firms. Here's the latest one I've received from **Arthur D Little** <https://tinyurl.com/ey967m8h> These reports might spark an idea for a speculative application, or flesh out your answer for an interview question.

Lists

- The Great Place to Work Institute UK has released its list of **best workplaces for women**. <https://tinyurl.com/yycy7f5a> Consultancies are well represented: 21 are recognised in the 2023 report.
- Website The Consulting Report has compiled a table of the top 25 strategy and management consultants from The Netherlands, UK and US in the **real estate/property** sector <https://tinyurl.com/3dyxt4jb>
- And from the same source, the top 25 **education consultants** are highlighted. The Report calls the education sector "burgeoning" and with "considerable potential" for growth. <https://tinyurl.com/48bssvym>. Firms based in Denmark, India, Singapore, the US and UK are mentioned.

McKinsey is looking for UK graduates (undergrads and Masters) who want to work in offices outside the UK and Ireland. It is hosting an **International Reception event** via Zoom on Thursday 21st September, but you'll need to register by Sunday 3rd September <https://tinyurl.com/3627at23> And at **BCG**, the firm's Platiniion brand - tech solutions for complex problems - is holding a two day October **hackathon** at offices in Bogatá, Casablanca, Dusseldorf, Milan, Paris, Santiago and São Paulo. <https://tinyurl.com/ycx84w88> Apply by Sunday 10th September.

New Offices

- Manchester is the newest location for an **FTI Consulting** office, <https://tinyurl.com/4vmxz2bv>, where it is opening a branch of its restructuring consultancy practice. Oliver Wright, a Manchester alumnus, joins FTI as a Senior Managing Director to run the team. Jobs at FTI can be found here: <https://tinyurl.com/238jmnft> and here: <https://tinyurl.com/397a8f6c>

- German technology and management consultancy **Detecon** has opened a test lab for 5G networks at its Cologne office. The lab, known as “FiveGDock”, will demonstrate 5G capabilities in augmented and virtual reality, robotics and IoT sensors.
<https://tinyurl.com/2347favu> Its careers pages <https://tinyurl.com/3pprb344> include the announcement of a “**Women in Technology Consulting**” event
<https://tinyurl.com/mr2z3x4a>

860 Partners in **BDO’s US arm** are expected to enjoy a large windfall following a \$1bn+ debt deal <https://tinyurl.com/mpje9m24> with private capital firm Apollo Global Management.

Meet the New Boss

- **Arthur D Little** has made partner appointments at its Middle East and India offices to bolster its services in financial services, automotive, telco and advanced manufacturing from **Mumbai, Dubai and Riyadh**. <https://tinyurl.com/4dsasuai> There are **internships and career consultant roles** open on its website <https://tinyurl.com/2j3chx52>
- **PwC UK** has added another partner to its Value Creation and Realisation team which sits in the **Deals** practice. Daniel Cameron (Manchester Met) is a procurement and supply chain specialist with experience in financial services and TMT. <https://tinyurl.com/4up7ws8v>
- **PA Consulting** has announced the appointment of a **Global Head of AI**, Alwin Magimay, who will focus on leading and strengthening PA’s AI capabilities. <https://tinyurl.com/bkfmpzfe> He is a graduate of Queen’s University Belfast and a visiting Professor at Imperial College, London
- French management consultancy **PMP Strategy** has recruited Andrew Wolch into its financial services division as a Principal. <https://tinyurl.com/5ehwm84r> He has an MBA from **Ivey** and will lead business development for the division from PMP’s **Toronto** office.
- Privately owned US investment bank Z Capital Group has added three new partners, two in **New York** and one in **Chicago**, to its management consultancy arm, ZCG Consulting. <https://tinyurl.com/fcwryjx5>
- I’ve written about **Longevity Partners**, a fast-growing responsible business and **climate consultancy** in previous newsletters (see <http://www.donleslie.uk/october-2021-consultancy-newsletter/> and <http://www.donleslie.uk/management-consultancy-newsletter-may-2023/>) The firm has announced 40 promotions and appointments, including a new Group Chief Innovation Officer and country Managing Directors in **Italy** and the **US**. Having generated £12m revenue in 2022, it plans to double that in 2024. <https://tinyurl.com/mr2vzksa> Career **roles in ESG** and more in **France, Germany, Japan, The Netherlands, the UK and US** can be found here <https://tinyurl.com/fkvrj5uv>
- Imran Khan (no not that one) has joined **Alvarez & Marsal’s** Manchester office as a Managing Director in charge of transfer pricing. <https://tinyurl.com/ykcyjam>

The launch of a revised logo these days is usually accompanied by a PR press release full of virtue signalling about the new look reflecting inclusivity, authenticity and respect for the planet. **Amey Consulting** has refreshed its logo (“visual identity”) to “help reflect the firm’s unique strength and breadth of expertise to clients looking to accelerate their sustainability journeys.”

<https://tinyurl.com/3wzn4jn9> According to industry website Consultancy.uk the old logo has been replaced by a sleeker, more simple logo which seems to stand out better, while the capital A at its beginning is made up of two disconnected lines resembling roads which are changing direction. Hmm...

During September I’ll be speaking about careers in strategy and management consultancy at **Bayes (City) Business School, Judge (Cambridge) Business School, and the London School of Economics**.

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 **October**. Reply with **UNSUBSCRIBE** in the subject line if you wish to leave the circulation list.

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