

CAREERS IN CONSULTING

Bentley University Career Services



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CONSULTING OVERVIEW

Financial Consulting

IT Consulting

HR / Staffing Consulting

Management / Strategy Consulting

Also referred to as “Advisory” practice/service

Placement opportunity for Bentley Undergrads



Financial Consulting firms provide advice on:

- Capital budgeting, project valuation and financial information integrity
- Risk management, insurance engagements, financial control and compliance
- Global finance operations, tax and treasury optimization
- Corporate restructuring



IT Consulting firms help clients to:

- Design and implement IT systems or develop better IT practices
- Train staff members in IT areas such as hardware/software design setup
- Provide strategic advice on social media, search engine marketing and IT issues



HR / Staffing Consulting firms help clients to:

- Manage compensation and benefits programs
- Analyze staffing needs, advise firms on personnel policies and diversity issues
- Recruit, hire and train workers



Management / Strategy Consulting firms help to:

- Improve an organization’s structure, management, efficiency and profits
- Develop and recommend short-term and long-term strategies for their clients

Educational Requirements

- Bachelor's degree at a minimum; Many consultants also obtain their MBA
- Attending a top-rated MBA program increases your chances of landing a management / strategy consulting role
- Others have advanced degrees in their specialty (Ex. Accounting, Engineering)

Consulting Uppers

- Intellectually stimulating work
- Career diversity
- Geographic freedom
- Opportunity to travel
- Great pay, bonuses and perks
- Pride

Consulting Downers

- Long hours
- Frequent travel
- Rejection
- High pressure and stress
- Conservative culture



The following is a sample of relevant and/or competitive Consulting/Advisory full-time jobs recently held or accepted by Bentley undergrad students.

FULL-TIME JOBS

Company	Position
Deloitte	Business Risk Consultant
Deloitte	IT Advisory Associate
Deloitte	Technology Risk Consultant
Deloitte Consulting	Business Technology Analyst
Deloitte Consulting	Project Controller Analyst
EY	Business Advisory Consultant
EY	Risk Advisory Consultant
EY	Technology Advisory Consultant
Grant Thornton	Business Advisory Services Associate
Grant Thornton	Forensic and Valuation Services Associate
IBM	Consultant
KPMG	Advisory Associate
KPMG	IT Advisory Associate
Mercer	Investment Consulting Analyst
October Three Consulting	Consultant
Oracle	Business Development Consultant
Protiviti	Process Consultant
Protiviti	Technology Consultant
PwC	Advisory Associate
PwC	Management Consultant
PwC	M&A Valuation Associate
RSM	IT Risk Advisory Consulting Associate
RSM	Risk Advisory Associate
RSM	Technology and Management Consulting Associate
Sapient Global Markets	Business Consultant
Trinity Partners	Associate Consultant

The following is a sample of relevant and/or competitive Consulting/Advisory internships recently held or accepted by Bentley undergrad students.

INTERNSHIPS

Company	Position
Deloitte	Business Valuation Intern
Deloitte	Consulting Intern
Deloitte	Technology Risk Intern
Deloitte Consulting	Business Technology Analyst Summer Scholar
Deloitte Consulting	Project Controller Summer Scholar
EY	Business Advisory Program Intern
EY	Risk Advisory Program Intern
EY	Technology Advisory Program Intern
Grant Thornton	Forensic and Valuation Services Intern
KPMG	Advisory Intern
KPMG	Credit Risk Intern
Protiviti	Consulting Intern
Protiviti	IT Consultant Intern
PwC	Advisory Intern
PwC	Transaction Services Valuation Intern
RSM	IT Risk Advisory Intern
RSM	Technology and Management Consulting Intern

HOW TO PREPARE YOURSELF?

Candidate Qualifications

- It's helpful to know the general qualifications required for a consulting or advisory position, so that you can prepare yourself in and out of the classroom to build and enhance these skills. Here are some general qualifications:
 - Strong academic track record (typically evaluated via GPA)
 - Effective written and verbal communication skills
 - Problem-solving skills
 - Customer-service skills
 - Analytical / technical skills
 - Teamwork and leadership skills
 - Interest or passion for consulting
 - Strong work ethic
 - Adaptability

Academics

- Aim to get your GPA as high as possible (GPA minimums vary by company, but 3.5+ will be necessary for the most competitive opportunities)
- Leverage group projects to help you build, enhance and demonstrate key qualification areas (Ex. Teamwork and leadership skills)

On-Campus Involvement

- When getting involved on-campus, think quality over quantity – better to be very involved in one or two activities than marginally involved in five
- Consider joining the Bentley Consulting Group and any other clubs on campus that interest you – remember, companies are looking for well-rounded, interesting candidates
- Take on leadership roles where possible and/or position yourself for leadership roles in future semesters

Your Resume

- Refer to the Bentley “Resume Writing Guide” for overall guidance
- Look to demonstrate that you possess many of the Candidate Qualifications from above as you build your resume content
- Please work with your Career Services advisor for additional guidance

Networking

- First, ensure your resume and LinkedIn profile are updated
- Connect with Bentley alumni and company recruiters from the Consulting / Advisory firms that you'd like to work at
- Many of the firms listed in the sample roles section of this guide come to Bentley's campus each year to recruit and meet students, so look to attend Networking Nights and other events those companies are participating in
 - Refer to the CareerEdge Events page for a real-time event listing (<https://careeredge.bentley.edu/events/>)
- Leverage LinkedIn to connect with Bentley alumni from firms that may not come to Bentley's campus each year
- Tip: Stay organized by making an Excel list of contacts that you are reaching out to for networking purposes

Interview Preparation

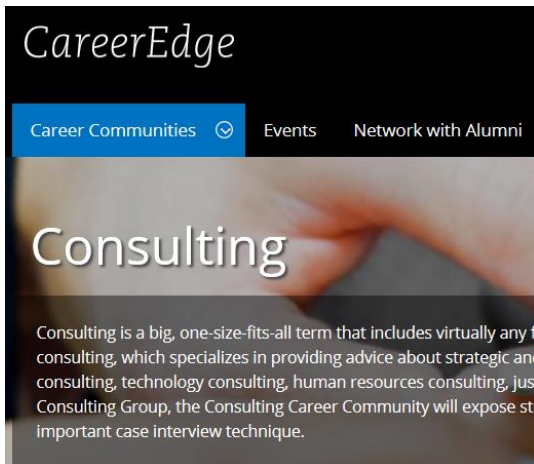
- Refer to the Bentley "Interview Guide" for overall guidance
- The Resources section of this guide highlights several websites and books that will help prepare you for case interviews as well

RESOURCES



Vault.com provides in-depth intelligence on what it's really like to work within an industry, company, or profession—and how to position yourself to launch and build the career you want. Access through CareerEdge (<https://careeredge.bentley.edu/resources>) and create an account using your bentley.edu email address.

- Vault Career Guide to Consulting, 2nd Edition
- Vault Guide to the Top 50 Management and Strategy Consulting Firms, 2017 Edition
- Vault Guide to the Case Interview, 8th Edition
- And many more!

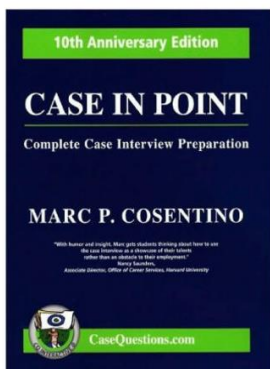


Bentley's Consulting Career Community

<https://careeredge.bentley.edu/channels/consulting/>

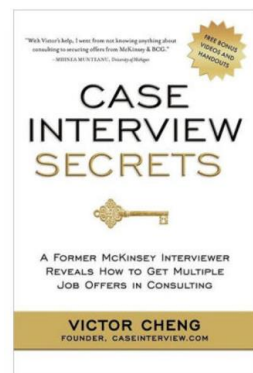
- Through professionals in the field and in collaboration with the Bentley Consulting Group, this Community exposes students to the industry, relevant career paths and more
- Join via CareerEdge for the latest news, opportunities, workshops/events and more

Recommended Books



Case in Point,
by Marc Cosentino

WSJ calls this the MBA Bible as the author demystifies the consulting case interview



Case Interview Secrets,
by Victor Cheng

A former McKinsey Interviewer reveals how to get multiple job offers in Consulting

Pay Service Resources

- There are several pay service resources available that offer support and customized prep from current and former consultants (some also offer free content such as mental math practice tools)
- Please evaluate your free resource options first and speak with a member of Bentley's Career Services Office if you have any questions



<https://preplounge.com>



<https://evisors.com>



<https://caseinterview.com>