

CAREERS IN CONSULTING

Pulsifer Undergraduate Career Development Center



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CONSULTING OVERVIEW

Consulting Overview

FOUR TYPES OF CONSULTING

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

Consulting Background

EDUCATION & UPPERS / DOWNERS

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)
- Most firms looking for exceptional GPAs

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



Consulting / Advisory

SAMPLE CONSULTING EMPLOYERS

The following is a sampling of Consulting/Advisory companies that have hired Bentley undergrad students or recent UG alums over the past few years. **IMPORTANT NOTE** – many of these firms do not engage in on campus recruitment at Bentley, nor is Bentley a “Target School” for their hiring. Students who obtained these positions forged their opportunities via networking and off campus recruitment



Here are some Bentley specific opportunities that can help you gain more experience.

MBB Alumni Referral & Prep Program



- Unofficial alumni referral and prep program designed by Bentley Alumni from McKinsey & Co, Bain & Co, and BCG in partnership with Bentley University's Pulifer Career Development Center.
- Open to First-Year thru Juniors who are willing to live & work in offices of the alums
- Prep program focuses largely on Case Interview Prep. Participants may receive an internal referral from alums
- Students will apply & be selected for the program in the Spring Semester and the prep program will run over the spring/ summer.

Deloitte Consulting Externship **Deloitte.**

- Collaborative program between Deloitte Consulting & Bentley University focused on providing students with an authentic technology & management consulting experience.
- Prior year research topics have included AI's Impact on the Airline Industry, Smart Cities, Internet of Things (IoT) and Blockchain.
- Students work with the Boston Deloitte Consulting Office on Fridays during the Spring Semester (this is only offered in Spring Semester).
- Open to Sophomores, Juniors or Seniors enrolled in the 5thYear Program.
- Keep your eyes open for an on-campus Info Session (Sep/Oct) and an externship posting on Handshake during the Fall semester.

Bentley Business Bowl

- One-day campus-wide business case competition held annually in Feb and an opportunity to showcase your skills in solving real world business problems and to interact and network with business professionals.
- Teams of five students from the same class year compete against other teams of the same level and a panel of judges (alums and business professionals) evaluates each team's presentation and select winners (who receive cash prizes).
- Visit <https://www.bentley.edu/events/business-bowl> for more info.

Here are some Bentley specific opportunities that can help you gain more experience.



- Open to Freshmen and Sophomores
- PwC Challenge is an opportunity for underclassmen to experience real-world business scenarios requiring analytic thinking and fact based decision making
- Gain exposure and valuable feedback from PwC professionals which will help you expand your critical thinking & communication skills

Bentley Consulting Association



- The Bentley Consulting Association is the premiere consulting organization on the Bentley University Campus. The organization has created a community that works together to achieve their goals in the consulting space, including generating awareness about consulting, and finding internships and full-time positions
- Offers 5-week consulting bootcamp where students learn fundamental skills necessary for consulting. This program culminates in a client project where members apply their skills to a real-world business problem
- Host 2 case competitions each year, a freshman competition in the fall, and intercollegiate competition in the spring
- Associate consultant program enables students to consult with local businesses on real –world consulting projects
- Hear from professionals from many firms through speakers/ panel discussions and workshops

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 Association 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 resume section of the Pulsifer Career Development Handout Guide located in the resources section of Handshake for initial resume 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 Coach for additional guidance.

Networking

- First, ensure you have built / updated your resume and LinkedIn profile so that they are high quality work products. You want to make a strong first impression, so work to perfect these career toolkit items.
- 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 consulting employers 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.
- Don't overlook the behavioral aspect of the interview process. Candidates may be tempted to focus all their preparation on case interview prep, but the behavioral / fit questions are very important too.
- The Resources section of this guide highlights several websites and books that will help introduce & prepare you for case interviews.

Sign up for CDI 301

- CDI 301 provides specific resources and modules around recruitment for consulting positions, including modules detailing case interview preparation. This course is entirely asynchronous and there are no homework or grades.

RESOURCES

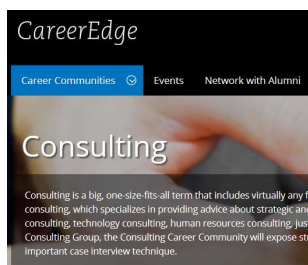


Vault.com provides in-depth intelligence on what it's really like to work within an industry, company, or profession—and how to position yourself to launch and build the career you want. Access through CareerEdge (<https://careeredge.bentley.edu/resources>) and create an account using your bentley.edu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

- Vault Career Guide to Consulting, 3rd Edition
- Vault Guide to the Top 50 Management and Strategy Consulting Firms, 2021 Edition
- Vault Guide to the Case Interview, 9th Edition
- And many more!

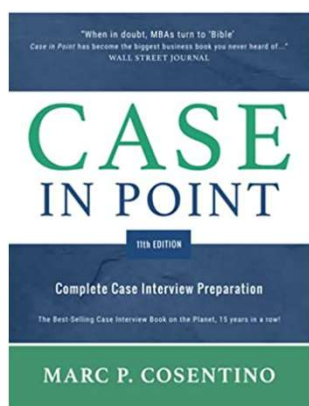
Bentley's Consulting Career Community

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



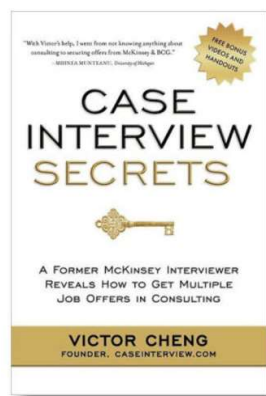
- Through professionals in the field and in collaboration with the Bentley Consulting Association, this Community exposes students to the industry, relevant career paths and more
- Join via CareerEdge for the latest news, opportunities, workshops/events and more

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

All Bentley undergraduate students have **free** access to Marc Cosentino's **Case One Program!** Marc is the author of "Case In Point", the go-to book for consulting candidates that helps to demystify the consulting case interview process. His Case One Program includes several powerful elements:



- Case Questions Interactive (CQI)** – Learn by doing in this section that allows you to get hands on experience with math drills, market sizing cases, chart analysis and design, brainstorming, making recommendations and more.

- Video Vault** – Learn by watching in this section that gives you access to 15 videos, 10 case starts and 5 full-length interviews with Marc Cosentino (Marc interviews a sample student and provides his commentary throughout the interview).

- Case Interview Workshop** – Learn by watching three pre-recorded workshops that introduce you to the case interview topic and provide insights on how to be successful.

Ready to start using this amazing resource? [Click here](#) to go to into Bentley's Handshake system (Resources section) and follow the instructions to sign-up for your free account.

Consulting Firm Websites

Many of the top consulting firms provide resources on their websites to help job candidates prepare for the Case Interview. The links below give you a place to start, but be sure to check the pages of any firm with which you are interviewing so that you can be well versed in the methodology they present:

[Bain & Company](#)

[Boston Consulting Group \(BCG\)](#)

[McKinsey & Co](#)

[Deloitte](#)

Video Workshop

In the resources section of Handshake, you will find a video of an excellent [Case Interview workshop](#) which includes both preparation tips/advice as well as a mock case interview done by the presenter and a Bentley student volunteer.

Partial Free / Partial Pay Service Resources



<https://preplounge.com>

PrepLounge is a case interview community where candidates with similar career goals get connected, practice cases and sharpen their consulting skills. Their focus is on management consulting, more specifically on the case interview preparation.

You can get a free Basic account or pay to Upgrade to a Premium account.



<https://evisors.com>

Evisors allows you to access personal advice, coaching and prep from people who've actually worked at top consulting firms such as McKinsey, Boston Consulting Group, Bain & Company, Accenture and more. Individual consultations for mock interviews range in price from ~\$150 -~\$500.



<https://caseinterview.com>

CaseInterview.com is Victor Cheng's website (former McKinsey Consultant and author of Case Interview Secrets). He offers Mock Case Interviews (~\$250 / 1 hour session) as well as a "Look Over My Shoulder" pay service where you can access video recordings from mock case interviews he has conducted to see where/how candidates did well and where/how they got tripped up.



<https://igotanoffer.com>

IGotAnOffer.com has helped over 7,000 candidates get an offer in consulting since 2014. They offer prep/training programs as well as mock interview coaching sessions. Lots of great free content too on consulting resumes, cover letter and case frameworks. They also offer a free peer mock interview program where you can browse & select a partner and conduct a 90 minute session (45 minutes for you to play the role of interviewer and 45 minutes as the candidate).