

CONSULTING GUIDE

O'NEILL CAREER HUB:
EXPLORATION RESOURCE



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Summary

Consultants are professionals who are trained to solve problems, devise strategies, and improve the general health of clients no matter what the industry. Management consultants help clients solve specific problems (usually focused on the short-term), while a strategy consultant researches and develops strategies for improving the long-term goals of the company. Companies hire consultants not only for their problem-solving abilities, but also, for their objectivity. In general, the work environment is fast paced, stimulating and involves long hours. Work weeks of between fifty to seventy-five hours are not unusual.

Skills for Consulting:

Most consultants have a mix of skills, some skills being specialized and some general. Similar to have some consultants are specialized, and some are generalist.

Specific Skill Sets:

- Amazon Web Services
- Financial Services
- Salesforce
- Size of businesses (SMBs vs Fortune 500)

General Skill Sets:

- Listening
- Written and oral communication
- Analytical thinking
- Problem solving
- Teamwork

Interviewing Tips:

Many consulting firms use a "case" style of interview. The applicant will be presented with a problem and asked to provide a strategy and possible solution in 20-25 minutes. The interviewer is looking to see how the applicant analyzes a problem and how they attempt to solve the problem. The interviewer is not looking for technical expertise. Instead, this is a true evaluation of how the applicant thinks. The interviewer is not necessarily focused on the answer to the solution, but the process that you use.

Make sure to check out our website for more resources on case interviews!

Career Opportunities:

The list below is not meant to be a comprehensive list of all consulting firms, or firms that the O'Neill Career Hub has worked with. Take it as a quick note of some good names to start with, and expand your search while researching for positions.

There are three main types of consulting firms. First, there are large, diversified organizations that offer a range of services, including information technology consulting and management consulting practice. Second are the large management and strategic consulting specialists, that offer purely management consulting, but are not specialized in any specific industry.

Finally, there are boutique firms, usually small, that have focused areas of consulting expertise in specific industries or technologies. These are usually more technical in nature.

Example Employers:

- Booz Allen & Hamilton
- Grant Thornton
- Ernst & Young
- Deloitte
- Logistics Management Institute (LMI)
- Public Financial Management (PMF)
- McKinsey & Company
- Accenture
- The Parthenon Group
- Beck International Inc.
- DC Consulting
- Whitehouse Associates

Additional Resources

[What is Consulting?](#)

[Case Interview Resources](#)

[Alumni Spotlight - August Mack Environmental](#)



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