JOB OPPORTUNITIES IN CONSULTING

Types of company

Generalist
- Big 3 (McKinsey, BCG, Bain)
- Big 4 (Deloitte, PWC, EY, KPMG)
- Technology giants (Accenture, IBM)
- Others (Capgemini, etc.)

Specialist
- Industry
  - Private Sector
  - Pharmaceuticals / biotechnology
  - Public sector
- Capability
  - Strategy & Operations
  - Project management
  - HR etc.

What companies are looking for

Qualifications
- 2.1 Degree (usually)
- Advanced Degrees preferred but not essential

Work Experience
- Internships / Placements
- Volunteering

Traits
- Business acumen
- Analytical mindset / critical thinking
- People skills: Communication / teamwork
CLIENTS

Big pharma

Roche

Innovative biotech

gsk

SANOFI

Daiichi-Sankyo
CAREER DEVELOPMENT

Training

Types
- Structured graduate schemes
- Informal training

70: 20: 10 model
- 70% Learning on the job
- 20% Coaching by managers and peers
- 10% Formal training
  - Hard Skills e.g.
    - Analytics
    - Domain knowledge
  - Soft skills e.g.
    - Interviewing & facilitation
    - Communication & presentation

Promotion
- Every 2-3 years (varies by company)
- Focus of work shifts as you progress
  - Client delivery ->
  - People management ->
  - Business development

Next steps
- Optionality
- Many consultants transition to industry
  - Work for previous clients