## MY CAREER PATH









**Deloitte**.









a SYNEOS HEALTH company



Capabilities across the development and commercialisation lifecycle

# 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





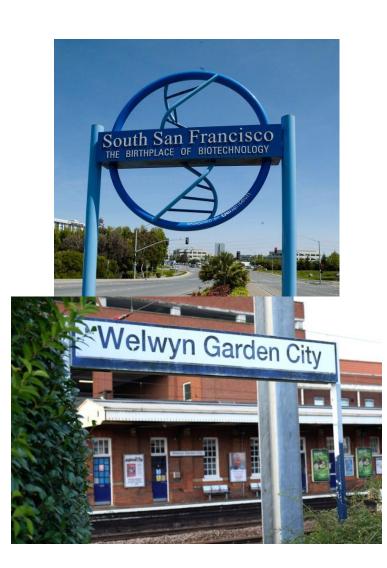
## Innovative biotech







## TRAVEL











# **CAREER DEVELOPMENT**

## Training

#### Types

- Structured graduate schemes
- Informal training

#### • <u>70: 20: 10 model</u>

- 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

### Progression

#### 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