



Management Consulting

Careers In Management Consulting

Dr Ruth D'Souza

Managing Director

★
inteGREAT people

Corporate training in Sales, Leadership and Execution

www.integreatpeople.in

ruth.dsouza@integreatpeople.in

My journey... from science to business

- ✓ 30 years in management consulting to the pharmaceutical industry
- loved every moment of it!
- ✓ Primarily Strategy and operations consulting
- ✓ Opportunity to make a difference
- ✓ Wide variety of assignments and business problems
 - ✓ Launching a new company to turnaround of a sick one;
 - ✓ People and performance management;
 - ✓ Doctor behavior insight studies;
 - ✓ Launch of new molecules and products;
 - ✓ Operational efficiency.....

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My Journey into consulting began with Microbiology...

- Core drills during Microbiology prepared me for a successful career


Microbiology and me...

Prepared me for a difficult career

1. Hard work, long hours
2. Excellence
3. Precision
4. Reading, analysis and Reasoning skills
5. Role of systems and processes
6. Resourcefulness
7. Commitment
8. Performance management
9. Respect of teachers and colleagues
10. Diligence


Questions...

- What do I want to do with the rest of my life?
- Influences- reading, teachers, thought leaders, seniors
- Great desire to contribute- make a difference
- Understood what I don't want and through a process of elimination came to Consulting- quite by accident

A person is shown from the waist down, holding a professional DSLR camera with a large telephoto lens. They are wearing a dark, textured jacket and blue jeans. The background is blurred, suggesting an outdoor setting. The text is overlaid on the right side of the image.

Choose a **job**
you love, and
you will never
have to **work** a
day in your life.

Confucius

A solid dark gray rectangular box is located at the bottom right of the image.

Career path..

- Boutique consulting firm
- Pharmaceutical, healthcare and nutraceutical specialization
- Range of clients
- New problems
- Short term assignments and long term ones
- Now own firm - InteGreat People: Building great people

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Management Consulting a career option

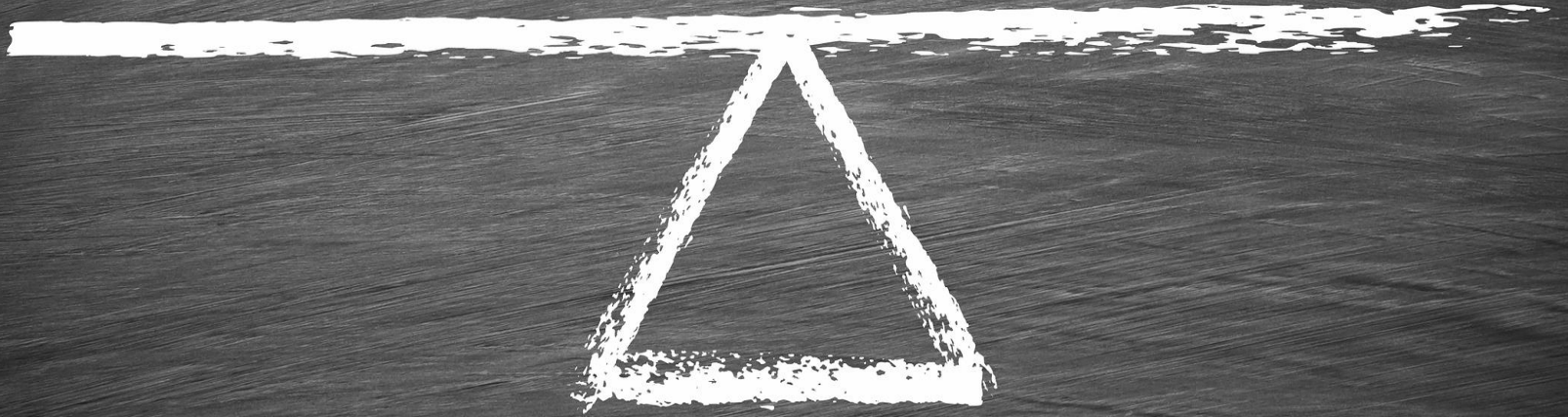


Opportunity Overview

- Undergrads from all majors are heavily recruited for 2- to 3-year positions as analysts.
- MBAs compete for a large number of tenure-track slots at all firms.
- Many firms court MSc's, PhDs, and other advanced-degree holders.
- Mid career people are hired on an ad hoc basis into various levels by most firms.

Pros

Cons



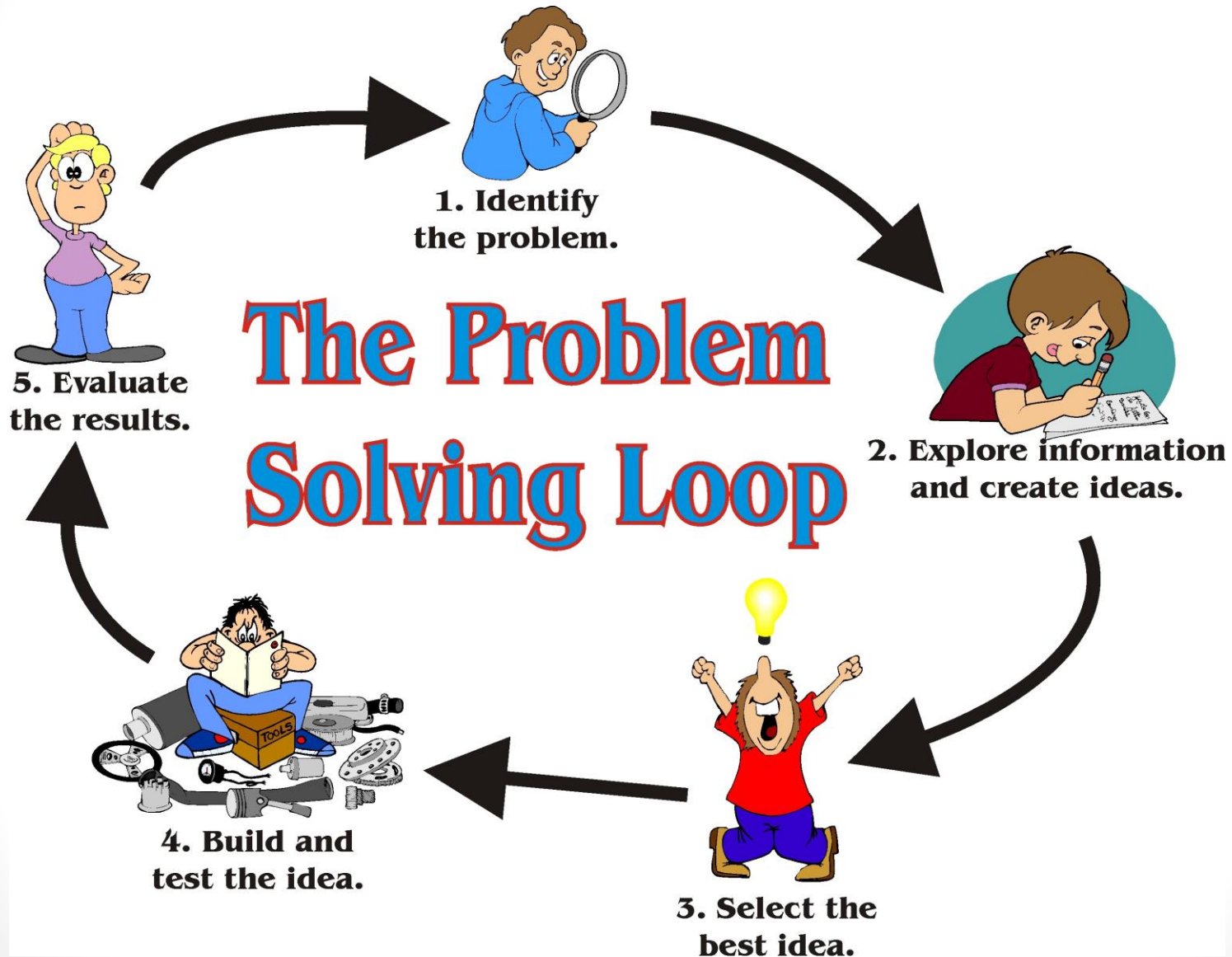
Major Pros

- Excellent opportunity to learn about a wide variety of businesses and business issues.
- Work with a talented, fun, young, and hardworking group of people.
- Opportunity to interact with the finest minds
- Learn on the job- constant upgrading of skills
- Stretching of abilities

Major Cons

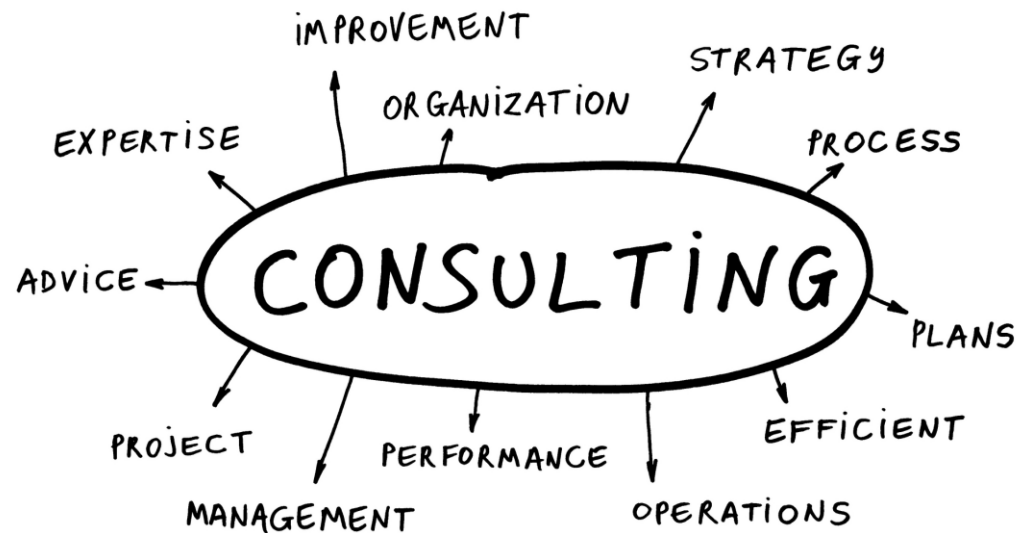
- Long, intense work hours (often 6 day weeks, 12 hour days and even weekends used for travel).
- Your life's not your own—it belongs to your clients.
- A step or two removed from actual decision-making and profit/loss responsibility.
Consultants can only make suggestions; they can't guarantee that they'll be successfully implemented.

What a consultant does



What a consultant does

- Strategy
- Operations
- Acquisition Study
- E-Commerce Study
- IT consulting
- HR Consulting



Project Management



Opportunities

- Elite Management Consulting Firms
- Boutique Strategy Firms
- Technology and Systems Consulting Firms
- Human Resources Consulting

Positions and career path

- Analyst/Research Associate/Staff Consultant
- Associate/Consultant/Senior Consultant
- Manager
- Partner or VP

What consultants look for...

1. Strong problem-solving skills
2. High energy and enthusiasm
3. Team orientation
4. Integrity
5. A commitment to help clients
6. Excitement about consulting
7. Knowledge about what makes the interviewing firm different (homework on the part of the applicant)
8. Success on the airplane test—do you want to sit next to this person on a long overseas flight?
9. Interpersonal skills
10. Industry experience

Best Reasons for Choosing Consulting

- ✓ Good way to learn about lots of industries without committing for life
- ✓ Lots of bright, hardworking people
- ✓ Good pay, benefits, and perks
- ✓ Chance to travel.
- ✓ Virtually a no-lose career option
- ✓ Ego—telling CEOs what to do makes you feel important
- ✓ Belief that consultants make business and the world a better place
- ✓ Want to make a transition from one industry to another
- ✓ Strong contact network will help you throughout your career

Best Reasons for avoiding Consulting

- Having a real life—weekends and evenings free to spend with friends and family
- Want a career, not just an adventure
- Don't want people to get laid off because of your recommendations
- Prefer being on the line and having profit-and-loss responsibility
- Prefer small companies
- Would rather work with one organization and learn specialized skills
- Annoyed by unstructured work with endless course corrections

Every job is a self-portrait
of the person who did it.
Autograph your work with
excellence.

- Jessica Guidobono

Where do you see
yourself 10 years from
the time you finish your
course?

LET GO OF THE PAST AND GO FOR THE FUTURE.

GO CONFIDENTLY
IN THE DIRECTION OF

YOUR DREAMS.

LIVE THE LIFE
YOU IMAGINED.

Henry David Thoreau

The background is a vibrant, textured mix of orange, yellow, and red. It is filled with numerous question marks of varying sizes and colors, some appearing as faint, light-colored patterns and others as more prominent, darker symbols. A large, stylized red prohibition sign (a circle with a diagonal slash) is positioned behind the main text. On the right side of the image, a human hand is shown reaching upwards, palm facing forward, with fingers slightly spread. The hand appears to be reaching towards the top of the frame, as if seeking help or expressing a question.

**GOT
QUESTIONS?**

... WE HEAR YOU



Strategy is important... but Execution is critical

