

# SAVITAS

## Consulting Newsletter

July 2024

**Industry News / Free Events / Recruitment Opportunities / Career Tips**

Welcome to my first monthly newsletter dedicated to careers in management and strategy consulting. I take over from Don Leslie who has devoted his career to helping people with consulting careers advice. He is now enjoying his retirement and leaves behind a big legacy. Thanks Don.

### Industry News

**Consulting Cuts - BCG - McKinsey - A&M - Accenture - Mercer - EY**



Both leading parties in the UK election have promised to halve consulting spend. Deloitte, EY, KPMG, PwC, McKinsey, Bain, BCG and Accenture are likely to be the biggest losers.

[FT.com](https://www.ft.com)



Deutsche Bank's private banking division has committed to a 70% reduction in spending on consultants following the scrapping of a new digital investment platform that was led by BCG.

[Bloomberg](https://www.bloomberg.com)



The Canadian Auditor General has found that rules were not followed when contracts were awarded to McKinsey. Only 28 of 97 government contracts went through a competitive process

[Consultancy.ca](https://www.consultancy.ca)



Alvarez and Marsal, the US-based consultancy focussed on private equity transactions, restructuring and performance management, is trying to poach hundreds of partners and staff from the big 4 accounting firms.

A&M



Accenture will acquire Partners in Performance, an Australian-based operations management consulting firm with 600+ employees spread globally who deliver enhanced productivity for asset-intensive industry clients.

PiP.Global



Mercer has acquired pensions consultancy Cardano. With offices in London, Nottingham and Rotterdam, Cardano specialises in supporting long-term savings, overseeing approximately \$66 billion in assets

Consultancy.uk



EY is launching a new student recruitment platform on 1st July which will boast improved communications, more features and an enhanced look and feel to their emails. This will coincide with the launch of their talent community.

EY Careers



The International Council of Management Consulting Institutes (ICMCI) has released it's guide on the use of Artificial Intelligence in Management Consulting. The guide provides some useful case studies on how AI is already being used in consulting

ICMCI



TCS has released findings from a survey which reveals that 86% of execs are already deploying AI to enhance revenue or to create new sources of revenue. However, most have yet to complete an AI project, highlighting the challenge of deployment.

TCS

## Events

- [July 8th](#) – The UK Management Consultancies Association launch their 2024 Annual Industry Report which provides an assessment of the performance of the leading consultancy firms and their contribution to the economy and society.
  - [July 10th](#) – **L.E.K** Consulting are holding a free, virtual case workshop aimed at undergraduates in USA.
  - [July 12th](#) – Free Stax Live Case Interview Walkthrough.
  - **Bain & Company** are running an all-expenses paid, 2-day Case Study workshop in Athens in October 2024. Deadline for [applications](#) is 8th September. It is open to all eligible undergrad and postgrad students from Europe and Middle East.
  - **BCG** has organised a full-day digital strategy and AI challenge in Amsterdam on October 16th. Deadline for [applications](#) is September 18th.
  - **Simon Kutcher** are holding an in-person recruitment event at University of the Witwatersrand, Johannesburg on [July 17th](#).
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## Recruitment and Internship Opportunities

- **Oliver Wyman** has had a number of vacancies advertised in the Middle East for a couple of months including [associate and engagement manager](#) roles in Riyadh. Experience in a Strategy Consulting firm or a leading energy company is required.
- **BCG** has [Associate and Consultant](#) opportunities in either Taipei, Hong Kong, Shenzhen, Beijing and Shanghai. Take a look at their [virtual office](#), designed for people considering a role there.
- **Bain & Company** is advertising for [Associate Consultants](#) and [Internships](#) globally. They also have numerous [technology and consulting roles](#) advertised for their offices in New Delhi, Bangkok and Bengaluru.
- **McKinsey** is advertising globally for [associates, associate interns, business analysts](#), and [business analyst interns](#).
- **Strategy&** has opportunities on their UK [BlackTalent](#) and [WomenTalent](#) internship and graduate pathways. Deadline for all four opportunities is 22nd July. You need to be available and eligible to work from summer/autumn 2025 or spring 2026.
- **Roland Berger** has [15 internship](#) opportunities across Germany, Hong Kong, Switzerland, Thailand, Netherlands, Ukraine, Portugal, France, Morocco, Belgium and Hungary. They also have [25 global vacancies](#) for graduates and MBAs.
- **Simon Kutcher** has a number of [consultant vacancies](#) in Hong Kong (data science), Zurich, Johannesburg and across Germany (digital consulting/data science). They also have 2 internships

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## Company Spotlight - [WSP](#)

In this section, I highlight a consultancy that you may not have considered before but is doing great things, have seen a lot of growth or have plenty of opportunities available. This month I am focussing on WSP, an engineering professional services consulting firm which supports significant projects in both the built and natural environments. They have made several acquisitions over the past 2 years and are posting numerous jobs (see below).

- **Head Office** – Montreal, Canada (since 2012)
- **Employees** – 67,200 spread globally with most based in Canada, USA, and UK
- **Locations** – 562 Offices in 47 countries with the most in Canada (114), USA (184) and UK (37)
- **Known for** – Transportation, infrastructure, and environment (74% of \$14.4Bn CAD revenue) along with strategic advisory services which may be a great fit for business school graduates. Historically best known for construction but grew the environment, digital and advisory services through various acquisitions including Golders and the Environment and Infrastructure division of Wood Group.
- **A good option for** – those with a technology/environment/engineering background making their first move into consulting.
- **Example Opportunities**
  - [Strategic Advisory Consultant](#), Water, UK. Experience in the water sector across strategy, regulation or a technical discipline required.
  - [Assistant Engagement Consultant](#), Land, Infrastructure and Engagement team, UK. Experience in the road, rail, utilities, water, environment or energy sectors needed.
  - [Analyst](#), Mergers and Acquisitions, Canada. Finance or accounting degree with 1-4 years experience in a corporate environment or as a consultant.

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## Career Tips

**Avoiding the Career ‘Triple-Jump’** - I regularly meet MBA students who want to get a role in McKinsey, Bain or BCG who have no experience in strategy, in consulting or in the country in which they want to work. This is known as a ‘triple jump’ and is extremely difficult to achieve, particularly when vacancies in the consulting industry are limited. I have met just one person who has achieved it, (a Cambridge Judge MBA). As a result, many students waste effort on applying for roles which they are not suited to or have little chance of getting an interview for. If you fall into this category and are struggling to get offers, my advice is to make ‘stepping-stone’ moves into your dream career. Apply for roles that build on your existing experience so that you can get the visa you need in the country you want to move to. You will be much more attractive to a recruiter as you can demonstrate prior success in similar roles. Once you are earning and have a visa, you can move into consulting and then into strategy consulting when the market is looking stronger. You could move into a company that also has an internal or external consulting department then make an internal move into a consulting role. For example, if you have finance or auditing experience, look at a finance or auditing role in PwC, Deloitte, KPMG, EY or any other accounting firm with a consulting department, then make an internal move into a consulting role later on. Good Luck!

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## Get in Touch



[James Brown](#) is a certified coach, a practicing management consultant and a former Director at Accenture Strategy and Consulting. You can learn more about him, the workshops, webinars, courses, case competitions and coaching he offers on the Savitas website. You can also set-up a 15-minute introductory call with him using the link below.

[Savitas Website](#)

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