



MANAGEMENT CONSULTANT

JOB DESCRIPTION

Management consultants provide businesses with research and advice to help them grow and increase their profits. Large consultancies advise on all business areas, from supply chain management, finance, and human resources to Information Technology (IT), while smaller companies may specialize in one specific area of business.



SALARY

Graduate consultant ★★☆☆☆
Experienced consultant ★★★★★

INDUSTRY PROFILE

The largest consultancies employ thousands of staff and have offices all over the world. Some clients retain consultants for long-term projects.

AT A GLANCE



YOUR INTERESTS Management science • Business studies • Economics • Accounting • Marketing • Mathematics • Statistics • Political science



ENTRY QUALIFICATIONS A degree is required. Most employers will expect a graduate degree or experience that is relevant to their area of activity.



LIFESTYLE Long working hours and frequent travel are common. Management consultants may have to spend long periods away from home.



LOCATION Management consultants are usually office-based in a large city, but may have to visit clients at different locations, some of them abroad.



THE REALITIES The financial rewards are high, but management consultants have to work hard and may have to deal with demanding clients.

CAREER PATHS

Management consultancy firms offer internships and training programs for high-achieving graduates. Following a period of training, management consultants usually specialize in one area, such as helping companies rebrand, or analyzing a client's competitors or sales strategies.

GRADUATE You can join a consultancy as an intern after completing a degree. Competition for places is intense, but for ambitious graduates they offer the best route into the profession.



BUSINESS PROFESSIONAL Your chances of becoming a management consultant are higher if you have solid work experience or formal training in a profession such as law, finance, accountancy, or IT.



▼ RELATED CAREERS

- ▶ **HUMAN RESOURCES MANAGER** *see pp. 80–81*
- ▶ **ACCOUNTANT** *see pp. 102–103*
- ▶ **ECONOMIST** *see pp. 108–109*
- ▶ **POLITICIAN** *see pp. 114–115*
- ▶ **COMPANY EXECUTIVE** Responsible for directing a company, setting its policies and targets, and ensuring that the company's managers work toward these goals. Most company executives specialize in one area of business activity, such as finance or human resources, and are part of a board of executives with different skills and responsibilities.

SKILLS GUIDE



Good communication skills to work with senior managers and executives.



Leadership and authority to implement change in a business or organization.



The ability to understand and interpret complex numerical data and financial reports.



Strong mathematical skills for collecting and processing data, and making financial projections.



A thorough understanding of business processes, taxes, and the impact of business decisions.



An eye for detail for analyzing data and other business-related information accurately.

FINANCIAL CONSULTANT

Reviews a company's financial systems and evaluates its business plans in order to help it identify ways of raising money to grow. Financial consultants usually come from an accountancy background.



STRATEGY CONSULTANT



Analyzes a business and provides advice on issues, such as how to improve the value of the company's shares, or how to diversify the company's activities. They work closely with senior management.

OPERATIONS CONSULTANT

Focuses on helping a company improve its productivity by analyzing the workflow in its supply chain and looking at a company's structures and policies.



MANAGEMENT CONSULTANT

In this role you examine a client company's working methods and strategies, applying your own expert knowledge to help solve a variety of business problems.

