Successfully transitioning to Management Consulting

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Create a list & network

• Identify firms that interest you
  – Vault, Wet Feet provides a ranked list
• Locate contacts in the firms on your list
  – Stern student & Alumni databases
  – LinkedIn
• Setup informational interviews
  – Send a clear email with a good subject line
  – Show curiosity to learn about the firm.
  – Do not ask “Could you forward my resume”

Start Early. Now !!!
Assess whether MC is for you?

- Use knowledge from Informational Interviews to ascertain whether MC is a good fit for you.
  - **Lifestyle**
    - Travel
    - Time pressures
  - **Pay**
  - **Career path**
    - Associate position

If answer is NO. Enjoy the summer😊
Get a foot in the door first…

• Focus on your resume
  – What MC firms look for in your resume
    • Quantitative skills
    • Achievement
    • Leadership
    • Fit (very important)
      – Office (Choose based on your background)
      – Culture (Fact based, up or out, data driven)

• Get feedback on your resume
  – Reach out to your contact at the firms
Preparing for the case interview

• Form a case group
  – Start practicing cases – Don’t “wing it”
  – Don’t expect to start on Sept 1st and be ready for the interviews.

• Resources
  – Wet Feet guides (Stern CCWP)
  – Case in point - Marc P. Cosentino
  – Crack the case - David Ohrvall
  – Job Juice Cards / Cases on-line
Tips for the case interview

• Case interviews tend to run fast.
• Take a few minutes to prepare your thoughts
• Interviewer may direct you when they want an in-depth analysis
• Take clues from interviewer on what areas are important
• Speak out loud during your analysis
• Don’t get flustered. Stay focused. Treat it like just another practice case
Preparing for the personal experience interview

• Fine tune your “elevator-pitch”.
  – Background, areas of expertise, industry & functional interests.

• Prepare for the fit “behavioral” interview
  – Build a “story” for
    • Leadership
    • Conflict resolution
    • Challenging situation
    • Achievement
Fit interview is a great opportunity to differentiate

• Tell Your Story but Make Sure it is Relevant!
  – Talk through your resume in 2 minutes. Highlight your accomplishments, not facts.
  – Every bullet on your resume should be a story you can tell.
  – Practice with CCWP staff, friends and real interview occasions.
  – Use Situation, Action, Results framework

• Be Prepared for Soft Questions
  – Why consulting? Why this firm? Why this office?
  – Weaknesses? Formative experiences?
  – What is the most interesting thing about you?

• Be Relaxed and confident with the Process
  – Watch your body language
Interview is a dialogue. Ask questions?

- Have a list of well crafted questions
- Show them you already know about the firm
- Don’t ask anything you could easily find through other sources
Good luck

• Do remember me - “Karthik Krishnan” - when you become a c-level executive😊
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