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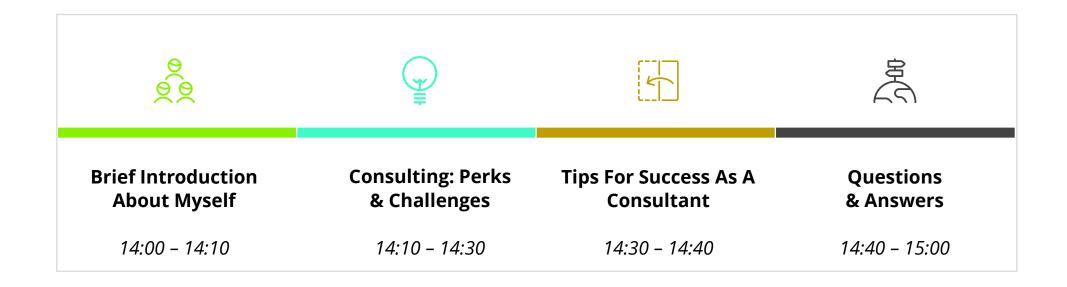




Deloitte Consulting



Today's Agenda





About Me



Oluwafemi Dadah **Associate Deloitte Consulting: Core Business Operations**

Oluwafemi is fueled by his passion for providing lasting solutions to problems and understanding the nuances of the ever-changing business environment. He applies expert knowledge, industry experience, and relentless energy to solving complex problems.

Education

- BSc. Mechanical Engineering, University of Lagos
- Graduate Member: Nigerian Society of Engineers
- Certified Lean Six Sigma Black Belt

Volunteering

- Deloitte Africa: Wellbeing Warrior
- Emergination Africa: Virtual Innovator Accelerator





"A consultant

is a dynamic, flexible, well disposed, happy person with **great knowledge** on the subject to cover. We are **sharp people**, and we don't like being too comfortable or **stuck in routine**.

We are **curious**, we move around, we don't mind the part of the world to which we need to go to work, we just want to **satisfy our client** in the best possible way so that they trust us and sees us as a positive help that **adds value** to the traditional company".

TANIA RODRIGUEZ | ENGINEERING SECTOR CONSULTANT

Consulting Process



1. Winning Business

- RfPs, Proposals
- EOIs
- Value Proposition





2. Delivering Projects

- Project Plan
- Project Delivery Approach
- Project Deliverables



3. Managing Relationships

- Client Meetings
- Stakeholder Management
- Email Etiquettes
- Pushing Back vs Accommodating





5. Close Out

Project handover and close out





- Risk Management
- Documentation



Consulting: Perks & Challenges

PERKS

- Non-monotonous work in diverse teams (no day is typical in consulting)
- Networking (access to C-suite executives and industry professionals)
- Continuous learning on different kinds of projects
- Flexibility (hybrid work model), travelling
- Development of diverse skills that lead to rapid career advancement



CHALLENGES

- Coworker turnover (leaving in the middle of a project)
- Long working hours and tight deadlines (high pressure environment)
- JJC Syndrome (lack of experience)
- Demanding clients
- Work-life balance





Tips For Success



Be Patient With Yourself, Rome Was Not Built In A Day



Leverage Relationships and Previous Assets



Work Hard and Work Smart, Quality of Work Matters



Practice Efficient Time Management



Be Yourself, Own Your Journey

Take Ownership and Initiative

Solicit Feedback Regularly

Volunteer and Get Involved

Questions & Answers

THANK YOU

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