

To: KGP junta, alumni and placecomms

"To the alumni/placecomms:

I know just pointing out a flaw in the system is not really helping find it's a solution, but this is something I really wanted to make clear.

When it comes to the field of consulting (one of the most prestigious fields even at IIMs), why don't recruiters come to KGP?

At KGP we have 3-4 good consulting firms (McKinsey, BCG, LEK, Parthenon) but other top firms like Bain, ATK, etc which go to IIT B, D, M don't even bother with KGP.

Not to mention that McK and BCG hire around 5-10 from each of the other 3 IITs compared to a measly 1-2 from KGP.

They even hire interns there!!

While being in a city gives them a significant advantage, and since this has been going on for many years, helps the other 3 IITs build up a significant alumni base in these firms, it still doesn't explain 2 things:

1. Why they don't even bother coming to KGP
2. Among those firms which do, why do they select far fewer KGPIans than the others?

I'd give anything to see KGP catch up to the other 3, in terms of consulting placements. We have just as many brilliant minds as do the other IITs. We have just as many all-rounders, toppers, and overachievers.

So, in the wake of the recent increase in awareness about consulting, here goes:

TO KGP Junta curious/interested in consulting:

I've seen a ton of questions like this, regarding people having a doubt about the field of consulting. I'm really happy about this, because I genuinely believe that KGPIans have incredible potential, yet we aren't able to attract several top consulting firms that decide to hire from IIT B, D, M, and even DU instead.

I too, in my days, had found it hard to get a lot of funda regarding this until I got to my placement semester. There's a lot of hush around it (although I've heard there was a very informative seminar held this year for pre-final years) and I hope this post does something to dispel doubt for those who couldn't attend.

1. Consulting is NOT the same as Finance. You don't need financial knowledge to be a consultant. Consulting is "glorified problem solving". You need to be able to think logically, clearly and in a structured manner. You need to nitpick while at the same time, not lose sight of the big picture.

2. The top consulting firms which hire on campus (McKinsey, BCG, LEK, Parthenon, Auctus Advisors, Abbott) hire people with what are known as spikes:

- a) High CG (8.5+) (not less than 7.5 usually)
- b) Senior-level PoR (CTH, coordinator, Governor, G.Sec, VP, etc)
- c) Internship with a good brand name and good work (DB, HUL, ITC, Nomura, etc)
- d) FT and any papers published
- e) National/international level extracurricular (inter IIT, certifications, etc)

Having 3 spikes, and acceptable achievements in the others make you highly likely to get shortlisted.

3. Consulting prep usually is done in the placement semester. Form a group of 3 or 4 people with profiles that you believe will receive the same shortlists you do. Work with them using the resources mentioned in the seminar on consulting. Practice cases. DO NOT just read them yourself.

4. Consulting has the benefit of good pay, travel opportunities, network building with top tier executives at client firms, and even exit opportunities (i.e shifting into another industry/profession) are great.

5. The learning curve is very steep and the working hours are very long, but you get to work with some of THE brightest minds from top universities.

6. There is a certain exclusivity that comes with being hired in consulting straight from IIT, as very few actually get picked up by these firms.

Just a suggestion from my side, to strengthen your chances of making it to consulting:

1st-year summer: work at a startup/take up an academic project in an area you find interesting under a KGP prof (or just have fun. it's perfectly fine at this stage)

2nd year: Join a society, work hard, enjoy your work, make a difference. Start mailing early for an FT/internship. Utilize Winter to build skills, intern/FT in summer

3rd year: Work with your society, Utilize your winter to build skills (even backup skills, like Data/ML/coding which are always in demand), use your summer to intern somewhere that will help you get a good CDC internship. Could be doing a relevant project/an internship at a small company where you can learn a lot/an internship at a big brand where you actually get to do some relevant work (not fetching coffee, organizing spreadsheets, data entry)

4th year: Try and crack a CDC internship at a big brand. It helps a LOT. The alternative is to start mailing early, check out profiles of seniors, check where they interned, collect contacts, ask people from other IITs as well. Trying to wriggle your way into these are hard, but will be worth it.

Also, be very careful with your CG in your pre-final year.

5th year: Work on your case prep with your group. Keep in regular touch with seniors, super seniors. Occasionally do prep with people from outside your group as well. Obviously, there is no set formula. This is just for people who have general doubts.

The important thing to realize is not to put all your eggs in one basket. Consulting recruitment is a fickle mistress. Very few actually make the cut, and it is very important to have at least one solid backup option/area for placements.

I genuinely hope we can improve the consulting culture at KGP. Then, maybe we can attract more firms to hire here.

It's going to take quite some time for KGP to catch up with IIT B, D, and M.

However, recently, with a lot of KGPIans getting into consulting from IIMs as well, the task at hand isn't an impossible one.

If there's any way I can help you out, send a mail to consultingkgp@gmail.com"

By:* a well-wisher *