



# CONSULTING OFFER

solutions through diversity





EARL CONSULTING

# SUCCESS INDICATORS

We are dedicated to  
challenging the status quo and  
leading meaningful change with  
authenticity, originality, and  
thoughtfulness.







# SMITH SCHOOL OF BUSINESS

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The Smith School of Business at Queen's University is one of the world's premier business schools, with a faculty team renowned for its business experience and academic credentials. The School has earned international recognition for its innovative approaches to business education and has been a pioneer in the areas of team-based and experiential learning.

## MASTER OF INTERNATIONAL BUSINESS (MIB)

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Smith's Master of International Business is a full-time program beginning each year in September. Available in single and double degree options, the curriculum covers issues ranging from the global economy to cross-cultural leadership. One of the final deliverables for this program is a Consulting Project in which class concepts are applied to a real-world setting.



# OUR PROJECT OFFERING

*This international business project is a team-directed initiative conducted with the guidance of an industry expert allowing students to research and analyze a global business issue by applying concepts learned throughout our Master's program.*

## THE PACKAGE

We offer 500+ hours of free consulting in the period of November 2019 - July 2020. We take your organization's privacy seriously, and are prepared to sign a confidentiality agreement.

## THE FOCUS

Our experience and interests together allow us to offer you our full service consulting in the areas of Finance, Management, Marketing, Market Entry, and Strategy.

## OUR TEAM

We have a combined 14 years work experience in 7 business sectors. Our diverse and multidisciplinary team is ambitious and committed to delivering exceptional results.

## OUR EXPECTATIONS

In order to provide you with an innovative solution for any complex problem we will need your staff cooperation and a point of contact for regular feedback.



# OUR TEAM



**DESMOND MAKIN**

*Bachelor of Science in Business Administration, BSc in Finance, University of Charleston, Charleston, West Virginia*

My contributions to team dynamics has always been effort and cohesiveness. My previous experiences as a collegiate athlete, combined with my finance background, have given me the opportunity to polish my analytical, communication, and leadership skills.



**CHESLEY MINTAH**

*Bachelor of Arts in International Business, Eckerd College, St. Petersburg, Florida*

Having worked with CEOs to grow their brand through carefully tailored strategies, it is my belief that one can set themselves apart by connecting to the core of clients needs. My experience has awarded me the opportunity to master the skills of professionalism, originality and a passion for customers.



**SARAH SCHIBICH**

*Bachelor of Science in International Business, Vienna University of Economics and Business, Vienna, Austria*

My passion for creative solutions which bring ambiguity into organizations drives and inspires me to challenge the status quo. The experience I gained in consulting provided me with valuable skills to work dynamically in teams in order to provide customers creative and original solutions.



# OUR TEAM



**KATELYN SMITH**

*Bachelor of Business Administration,  
University of New Brunswick, Fredericton,  
New Brunswick*

With my passion for creating meaningful connections, my skills as an empathetic communicator guides me in supporting my group members in fulfilling not only team-based goals, but also individual aspirations. My career has given me extensive experience in navigating various intersectional fields.



**KE MA**

*Bachelor of Business Administration,  
University Putra Malaysia, Kuala Lumpur,  
Malaysia*

Years of my undergraduate study has prepared me with a rigorous grounding in research methods and the understanding to succeed in the modern business's world. My working experience improved my expertise in managing people and businesses, financial strategy and creative problem solving.



**SONAKSHI SAMAGA**

*Bachelors of Commerce in Finance,  
University of Wollongong, Dubai, United  
Arab Emirates*

With a strong foundation in Finance and career experience in the Global Banking industry, I believe I possess a well-rounded acumen in the clientele facing industry. I place a heavy precedence on celebrating diversity and working together effectively which helps me in achieving success in any given scenario.



# OUR EXPERIENCE



## 12 COUNTRIES

Studied and/or worked in Australia, Austria, Canada, China, Indonesia, Ghana, Malaysia, Nigeria, Norway, South Africa, United Arab Emirates, and the United States of America

## 10 LANGUAGES

Fluent in English, German, Spanish, French, Hindi, Arabic, Mandarin, Twi, Ga and Kannada







## **CONTACT INFORMATION**

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