

How to get a job as consultant

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Welcome!

If you have been snooping around here, that means you are intrigued by the world of consulting. The same happened to me and that spontaneous feeling mutated into a strong attraction and soon after I landed my current job as management consultant.

Now let's stop chattering and get down to business. How to get a job in consulting?

1. First of all, **question yourself why** you are so foolish to opt for consulting rather than a better paid and more relaxing 9 to 5 job. Be sure that you understand the few benefits and several drawbacks of a consulting position.
2. To land that job, you need to **get an interview first**. There is no reason to prepare for interviews if you do not stand a chance to make it to the first stage of the screening process. First, build a solid résumé and establish strong connections. Second, apply for the position, schedule an interview and, finally, prepare for it.
3. **Prepare** exceptionally well for the interview for two reasons: to begin with, a good interviewer can understand if you are not appropriate for the role by simply checking how you behave before you open your mouth. You will be tested before, during and after the interview. Consider yourself very lucky: there is plenty of material and tools to help you cope with the interviews. Moreover, keep in mind that the consulting interview process is standardized for a good reason. The work will be very similar to the mock interviews. Don't you like preparing for business cases? Maybe you should consider another job ;)
4. Once you land the position, **do not stop** there. This is merely the beginning. Your compulsive curiosity dragged you into the world of consulting and need to keep feeding it to survive. Fuel and stimulate your curiosity day after day.

Let me expand these four points. I will do my best to guide you on your journey.

Is consulting for you?

The first step toward consulting is understanding whether you are a good fit for this world. Do not let the interviewer dictate your future. Assess whether you have the right competences, mindset and commitment. If so, the job will come along.

Let me start by mentioning the key aspects that characterize the world of consulting. You should try to determine whether or not many of them excite you. The perfect job does not exist, but a good job that matches your personality does, and consulting might be the correct one.

1. A lot of travel. Dynamic routine and flexible workplace. Never settle mentality
2. Long hours. Occasional night and weekend work
3. Fast pace. Rapid topic shifts. Steep growth curve. "Up or out" policy. Learning a lot every single day
4. "Pull" job, not "push". You seek new projects and opportunities and do not nap waiting for the next one to come along
5. Feeling disoriented. Few guidelines yet major responsibilities. Jumping out of your comfort zone... continuously!
6. Problem solving at the next level. And when there is no solution, then the time has come for you to invent a new one ;)
7. Smart, young colleagues. Great teamwork. Crazy people like you... everywhere!
8. Frequent interaction with clients. Soft skills over hard skills
9. "Be hungry, stay foolish". Bear in mind that your persistent curiosity is the key to success. And a bit of madness ;)

If you have read this far, it indicates that consulting could be your world. Let us now dive into some tips and recommendations on the interview process.

Approaching the interview

Keep this in mind. To get a position, you must excel during the interviews. To get the chance to achieve so, you must first win an interview slot. This is one of the toughest screening stages, as the major consulting firms discard most of the submitted résumés. On top of this, leading consulting firms such as the MBB (MBB or Big Three are the most prestigious consulting firms and the largest by turnover. The MBB include McKinsey & Companies, Boston Consulting Group and Bain & Company) have specific policies, so that they do not check your résumé within a few years of your last rejection.

Once your CV is ready and your network and references are strong, the time comes to submit your applications. The selection is very rigorous. Prepare yourself for rejections, despite your exceptional grades and professional experiences. At the same time, if you have smartly crafted your applications, there is no reason for consulting firms to reject you. They are always looking for brilliant people.

To the interview

And here you are, reading the e-mail, "Congratulations, we want to know you better". Things suddenly get serious, as can happen at any time in the day of a consultant. You want to crack this interview and to do so, missteps are no longer tolerated. Take the interview very seriously, as if it were your first assignment at the firm. Prepare thoroughly: the internet is full of material and platforms to practice for consulting interviews. [Contact me][<https://www.linkedin.com/in/emile-courthoud-36a413159>] if you want some tips on how to master the interviews.

And remember, business cases are fun. There is so much to learn during the preparation phase such as exploring new industry verticals, conceiving creative business models, mastering market estimation questions, perfecting soft skills and meeting terrific people along the way. Don't you enjoy the preparation? You should seriously consider another job. Mock interviews are remarkably similar to what you are going to do at work. In either case, you will jump from one topic to another and continually sharpen your approach. Every time, you will feel like you have not enough time to become an expert on the subject you are working on, even though you have to behave as such.

Starting your new job

And now it is time for the first day as consultant. Enjoy your time. There is so much to learn. Remember why you chose this job in the first place and keep your curiosity active and busy every day of your life. You will not regret your consulting experience, even if you will quit this job early on. This experience will mark you.

Enjoy your life,

[Emile][<https://www.linkedin.com/in/emile-courthoud-36a413159>] ;)

Other interesting articles:

- [Article][<https://www.wallstreetoasis.com/forums/what-is-typical-turnover-at-mbb-like>] about the differences among the MBB (McKinsey, BCG and Bain&Co)
- Stories ([1][<https://www.caseinterview.com/balancing-work-and-life>], [2][<https://www.mbbgameplan.com/post/a-day-in-the-life-of-a-management-consultant>]) about the life in an MBB

Material to prepare for the interviews

- Platform [Preplounge][www.preplounge.com]
- Platform [Casecoach][<https://casecoach.com/>]
- The book **Case in Point**
- Website [ZeroToMBB][<https://www.zerotombb.com/>]