Trek Alum Interview w/ Brian Parro

* What made you decide to follow this career path?
* What would you say are key skills to be a successful business analyst?
* What have been some recent projects you’ve been working on?
* What is the most favorite aspect of your work? What is the least favorite?
* What kinds of skills are most important for starting out in this career?
* How have you been spending your free time?
* What are your thoughts on staying another semester?
  + Summer business analyst vs full time business analyst recruiting?
  + How can I be more successful during full-time recruiting?
* Secondment process?
* What else can I do to prepare?
* Any other advice? General or career wise?

Notes:

* Larger firms are moving more recruiting efforts to summer internships and away from full time programs
* Mckinsey cleveland
  + Targeting 1-2 BA’s full time start class
  + Targeting 5-6 summer BA’s
  + Delaying a semester gives another summer of internships, gives foot in the door this fall where I’m still applying
* MSM Finance
  + Program was fine
  + Emphasizes financial risk management
  + Big data and analytics
  + Moreso than corporate finance/applied finance
  + That being said, probably the right thing for the program to be focused on
  + Background is not in big data and analytics side of things
  + Focusing on analytics would’ve
* How to get skills to get promoted quickly
  + Brought to the table
    - Reflecting moreso on what does it take to be successful
    - 1. Very strong drive for entrepreneurship
      * Taking ambiguous ideas and developing innovative approaches and solutions to solving the problems
      * Thinking outside of the box is important
    - 2. Most important thing
      * Super high ownership of your work
      * When you’re given a problem to solve, something to work on, have a feeling of pure ownership over the solution and do whatever it takes to get the problem solved
      * Engage folks to help you solve the problem
      * Most clients that he works on,
        + Philosophy is you are completely responsible for everything in your workstream
        + Tell me about where I can help you
        + Alright, this is what I don’t know and this is where I need help
        + Come in with an approach, get feedback from partners, not just listen to what it was that they were saying but observe why they said what they said to figure out how they approach the problem and replicate it, put that approach into how I solve the problem
* Why consulting?
  + Looked primarily at finance and investment banking
    - After interviewing at wall street and big consulting firms
      * Culture at mckinsey was something that he really enjoyed
        + All of his banking interviews were focused on how can they make him fail
        + Firing off random questions about things until they found something they didn’t know
      * A better choice, more closely aligned with his skillset
    - Mckinsey interview process was super collaborative
      * Personal interview was telling a story about their past
      * Case interview, work with interviewer to solve a problem
        + Ask questions, work together
        + Felt like a collaborative environment
* Second year as a BA
  + A bazillion different options
  + Decided between
    - Client service
    - Look for something else because he’s not happy in it today
    - Just finished an amazing 7 month project at a healthcare system in birmingham alabama
      * Managed first team
      * Really loved what he was doing
      * Wanted to continue doing it
      * 5 hospitals in birmingham market losing combined 50 million a year
        + Change arc of financial performance
        + Joined team on external spend
        + Clinical supples, nonclinical supplies,
        + Workstream and scope grew over the project
        + By the end of the project

By the end of it seems like you were EM’ing the transformation team

* + - * + Also running the external
      * Every week flew into Birmingham, problem-solved with CFO
      * Help make sure other executives
      * An opportunity that is presented to folks when they’re ready for it
    - Continue networking
      * Well on my way with academics and work