

VANDERBILT MBA CAREERS IN CONSULTING

Companies with Recent Hiring

Alvarez & Marsal	Bain & Company
The Boston Consulting Group	Deloitte Consulting
ECG Management Consultants	EY
Infosys	Kaiser Permanente
KPMG Management Consulting	North Highland
Propeller	PwC Consulting

Consulting at Owen

Approximately 25 percent of Owen graduates earn positions in management consulting. The most offers over the past three years have come from **Deloitte, North Highland** and **Capgemini**. Other firms such as **KPMG, PwC** and **The Advisory Board** have increased recruiting this past year.



Full-Time Consulting Compensation (from the Class of 2016)

	Base Salary
Median	\$ 125,000
Average	\$ 122,819
High	\$ 180,000
Low	\$ 85,000

What Employers Look For

three or more years of previous work experience | analytical mindset | logical thinker | evidence of drive to results and achievement | professional presence | business judgment | presentation skills | strong listening skills | ability to work in a team | leadership

VANDERBILT MBA CAREERS IN CONSULTING FAQs

How do I begin to prepare?

Preparation starts in early fall. The CMC and the **Owen Consulting Club (OCC)** are your resources for career exploration and case interview preparation and practice. The CMC sponsors two case interviewing workshops with industry experts David Ohrvall and Marc Cosentino. In September the OCC hosts a Consulting Symposium for those exploring the career path. The club continues with case interviewing practice sessions through January. We will travel to Atlanta during fall break in October to visit several consulting firms. Be prepared to begin to learn more about a career path in consulting as you engage with second-year classmates, alumni and recruiters when they arrive on campus.

What do I do if I don't get a consulting internship?

There are **twice as many full-time consulting positions** as there are consulting internships. If you have limited business experience prior to the MBA, while you should engage in the consulting internship recruiting process, you should also talk with the CMC about how to build your resume while you are at Owen. Consulting firms like to see you gain or strengthen functional experience in finance, marketing or operations through an internship. They value large, recognizable company names on your resume, especially if you do not have them now. They love to see you work on projects that lead to results. They also want to see experience in analyzing information, solving problems, communicating with teams and presenting recommendations or results.

Exploring Consulting and Want to Read More?

Websites—Check out the career pages from consulting firms such as

- Bain Careers—joinbain.com
- Life at Deloitte—deloitte.com/careers
- North Highland Careers—northhighland.com/en/careers

Reading List

- *Case in Point*—Marc Cosentino
- *Crack the Case*—David Ohrvall
- *Case Interview Secrets*—Victor Cheng
- *The Lords of Strategy*—Walter Kiechel



When do consulting firms interview for internships?

- 95 percent of management consulting and health care consulting interviews happens in January, February and March.
- HR consulting (Deloitte Human Capital Group) interviews in the late fall and offers are received in November and December.

How do first-year students find consulting internships?

- 60 percent from on-campus interviewing.
- 12 percent from job postings through Owen.
- Other sources include national MBA career fairs, faculty referrals, alumni referrals and personal networks.

Does my GMAT score matter?

- High GMAT scores matter for Bain, BCG and McKinsey. These firms look for scores 690 and above when selecting candidates for an interview. Once selected, you must excel in a case interview to be considered for an offer.
- For other firms, the GMAT floor is not as solid. Grades, work experience, interaction with the firm during recruiting and your application materials are equally important for interview selection.

