



C&S

How to break into consulting?

13 February 2023



Kian Kajbaf

Life Coach Certificate –
New Skills Academy

Who am I?

- Studied in 3 countries (Italy, UK & USA)
- Made more than 500 applications, got 70 times to the last step and obtained 10 jobs including Google and Accenture
- Worked as analyst (The Economist and Avis Budget Group), as consulting (Simon-Kucher) and seller (PitchBook)
- Helped more than 70 people through consultations, CV writing, Cover Letter building and networking on LinkedIn to change job
- Recorded more than 200 hours of videos on job hunting
- Realised 3 webinars with on average 50 participants from a wide range of backgrounds

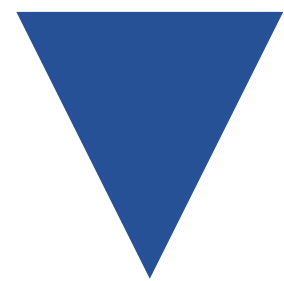
Who is this webinar for?

**Keen to know if
consulting is the
right career**

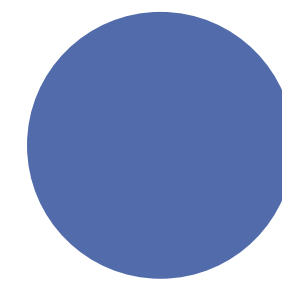
**Better
understanding of
a consulting
interview**

**Getting ready for
a consulting
interview**

What are you going to find out today?



**Why Working in
consulting?**



**Interview
Structure**

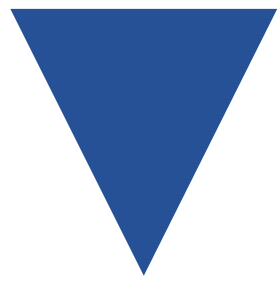


**Telephone &
Group Interview**

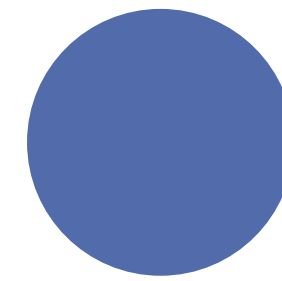
Why companies hire consultants?

- 1. A consultant provides expertise that a clients lacks or a support that a client is unable to fulfil**
- 2. A consultant operates independently from the client so there is no conflict of interests and less susceptible to internal politics and/or sensitive situations**
- 3. Hiring consultant may in certain areas be cheaper than retaining the expertise in-house**

Pros to work as a consultant?



**Everyday there is
a new challenge**

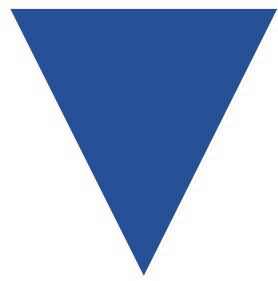


**Get experience
of a wide range
of sectors**

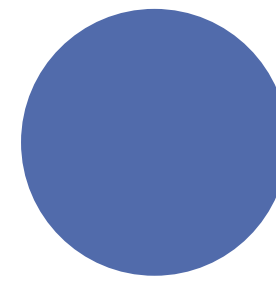


**Learn a wide
range of skills**

Cons to work as a consultant?



**Long Hours and
many emergency
meetings with
tight deadlines**

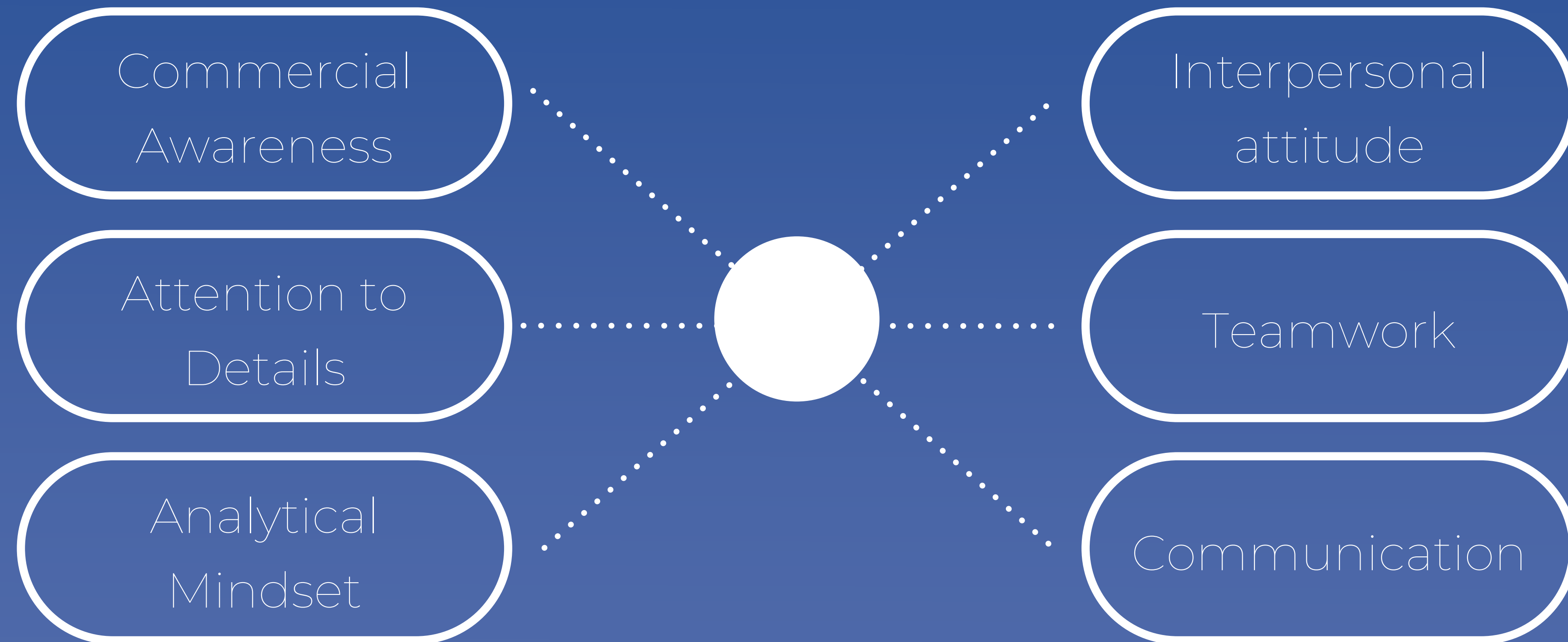


**Extensive
Travelling**



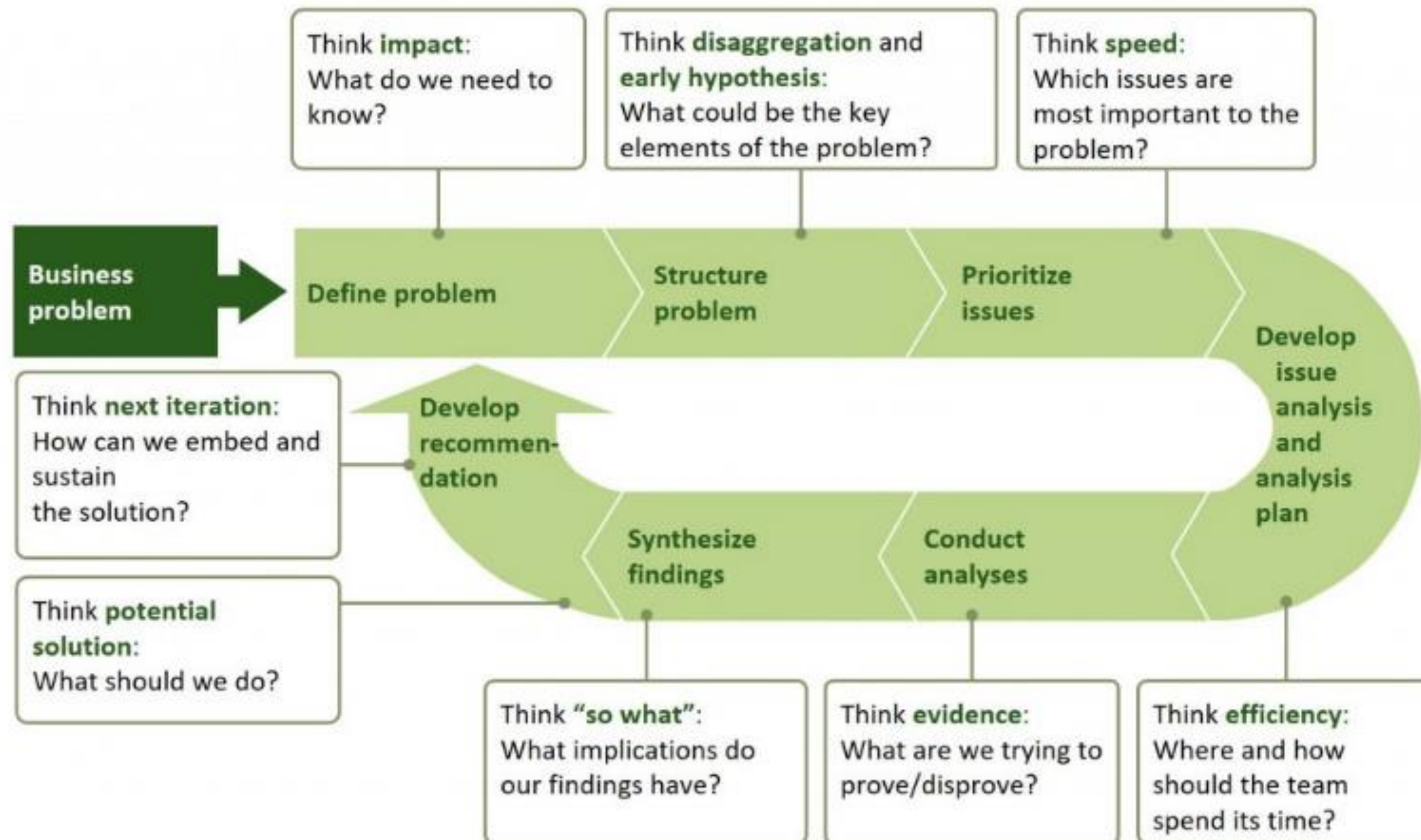
**Don't see the
result of your job**

Skills to be a consultant



Show from the WHAT to the HOW and WHY

The 7-Step Framework



Main segments in consulting

Strategy

Operations

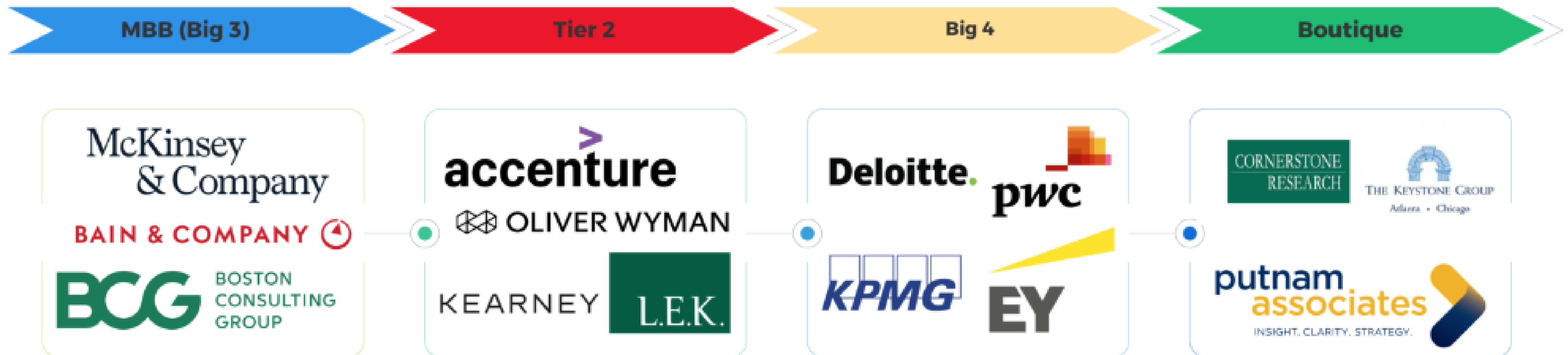
Human
Resources

Financial
Advisory

Technology

Management

Consulting Firms



Consulting Interview Steps

Application

**Telephone
Interview**

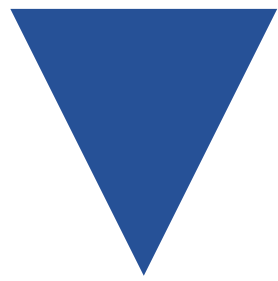
Group Interview

Case 1

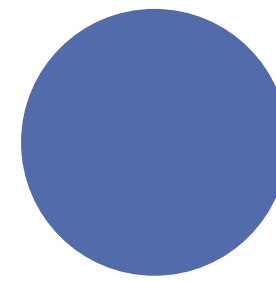
**Case 2 +
Cultural fit**

Job Offer

Skills across the process



**Articulate your
thoughts &
defend
themselves**



**Success-Oriented
behaviour**



Analytical skills

Telephone Interview



Voice

Type of questions

General

- Can you walk me through your CV?
- Why do you want to be a consultant?
- What is your most significant professional accomplishment?
- How would your previous colleagues describe you?

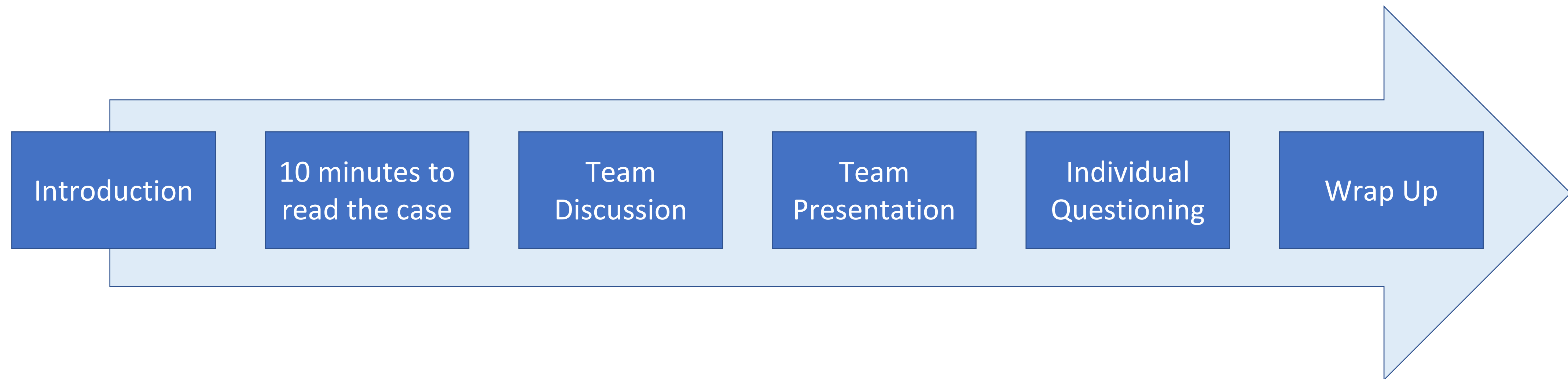
Experience

- Tell me about a time when you exceed the expectations of a client?
- Describe a time when you had to persuade a client to follow your ideas
- Describe a failure

In depth questions

- What industry trends are you following closely, and why?
- Give me an example of a company in an industry and the problem they face. How you help solve that problem?
- Market Sizing

Group Interview



Tips for Group Interview

Organize your team

Move the Problem-
Solving Forward

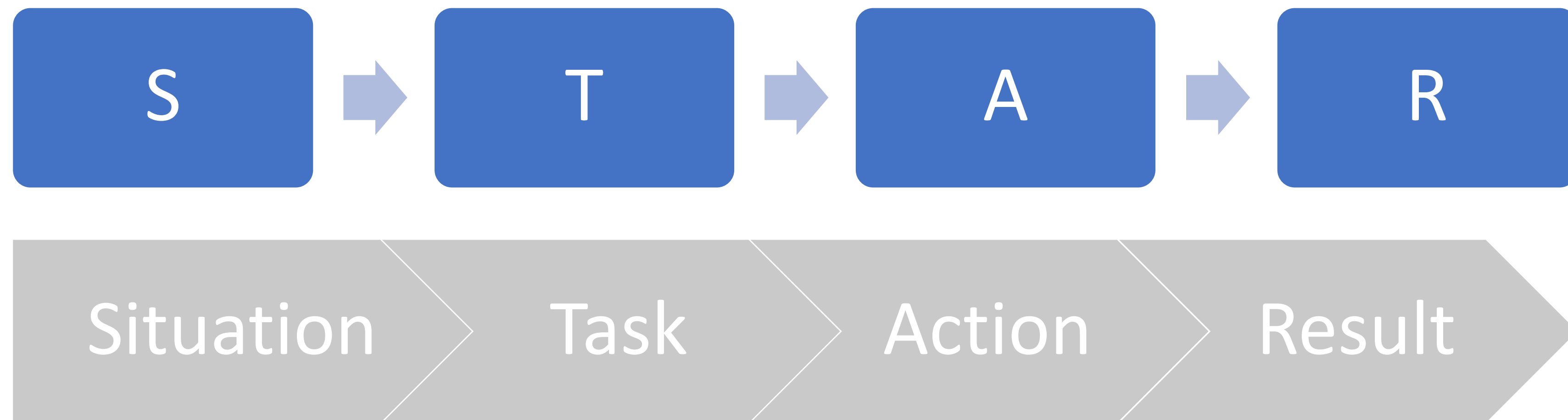
Make Fact-Based
Decisions

Don't steamroll
teammates

Remain Confident

Everyone can get
offers

Approach



For More information

Kian.Kajbaf@gmail.com

Look for Carriera & Successo on
LinkedIn

