

# Consulting Jobs

## PhD Career Insights

Consultants use their creativity and problem-solving skills to address a wide variety of problems for their client companies. They gather relevant data, often in a field different from their background, in order to solve specific problems and generate concrete deliverables on a fast deadline.

### What would I do?

- Solve a variety of client problems in limited time windows
- Provide an outside perspective to companies on their business decisions
- Work quickly to accumulate knowledge in a variety of different fields
- Travel frequently to work at client sites
- Come up with solutions with a team
- Keep up with industry trends
- Work on several different projects in rapid succession
- Summarize large quantities of information for non-specialists
- Communicate with clients to understand their needs
- Craft executive-level written summaries and oral presentations for clients

### Where could I work?

- Top Firms: [McKinsey and Company](#), [The Boston Consulting Group](#), [Deloitte](#), [Accenture](#), [Bain and Company](#)
- Large Firms: [KPMG](#), [Huron](#), [ZS Associates](#), [Dean & Company](#), [Booz Allen Hamilton](#)
- Life Science-Focused Firms: [Clearview](#), [Putnam Associates](#), [Health Advances](#), [Sage Growth Partners](#), [LEK](#), [Beghou](#), [Pacific Bridge Medical](#), [Kasocio](#), [C1](#)
- Consulting positions at Contract Research Organizations: [QuintilesIMS](#), [Parexel](#)
- Federal consultants work at private firms but consult for federal agencies on longer-term projects with less travel.
- Independent Consulting (self-employed)

### What skills should I have?

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- Ability to work effectively in a team and communicate clearly with professionals of different backgrounds
- Strong Analytical and Problem-Solving skills
- Project and Time Management
- Ability to ask appropriate follow-up questions to gain knowledge quickly
- High tolerance for ambiguity
- Ability to work quickly and with constant feedback
- Leadership
- Quantitative analysis and statistics
- Business skills are not required – you will be taught these on the job

## What is the salary range?

Some firms may consider a PhD as equivalent to the MBA (especially with prior business experience). Other companies may consider the PhD inferior to the MBA and expect you to prove your business knowledge over time.

At a top firm:

~\$70-90K salary and \$10-15K bonus for a pre-MBA entry level position

~\$120-130K salary and \$30-50K bonus for a post-MBA entry level position

At a smaller/boutique firm:

~\$60-80K salary and \$2-7K bonus for a pre-MBA entry level position

~\$70-90K salary and \$5-10K bonus for a post-MBA entry level position

## Where can I find out more about Consulting careers?

- Science Careers: [Mastering your Ph.D.: A Career in Management Consulting](#)
- [The Science Careers Guide to Consulting Careers for Ph.D. scientists](#)
- [Careers after the PhD: A Primer on Consulting](#)
- [Branching Points: PhD to Consulting](#)

## How can I gain skills and experience for a career in Consulting?

- Join The [Hopkins Graduate Consulting Club \(JHGCC\)](#)
- Get involved in activities that demonstrate your leadership and organizational skills (e.g. participate in student committees, organize conferences, etc).
- Participate in Case Competitions (Mini Case Competitions and Biotech Case Competitions organized by JHGCC as well as other schools).

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- [Biomedical Careers Initiative Consulting Internship](#)
- Attend the [Business and Consulting Bootcamp](#) from the JHGCC
- Help with Pro bono consulting services organized by JHGCC
- Take Business and Management Courses from Coursera
- Attend [Bridge to BCG, Connect to Clearview](#) or [Mckinsey & Company Insight](#): 3-day training programs for graduating PhD students
- Include a quantification of any problems you solved in past jobs (i.e. “Improved efficiency, leading to a savings of \$10,000 annually”) on your résumé

### How Can I Prepare for Case Study Interviews?

- Cases are a unique aspect of the consulting interview. Many sources recommend that you [spend about four months working on practice cases \(out loud!\) and solve at least 100 cases. There are many resources to find practice cases:](#)
- [Victor Cheng’s website on case interviews](#)
- [Inside Consulting Resources](#)
- [Practice cases from McKinsey](#)
- [Practice cases from the Boston Consulting Group](#)
- [Crack the Case System: Complete Case Interview Prep by David Ohrvall](#)

The Welch library has the following books:

[Case in Point: Complete Case Interview Preparation - Marc P. Cosentino, 2016](#)  
[Case in Point: Graph Analysis for Consulting and Case Interviews - Marc P. Cosentino, 2015](#)

### How Can I Prepare for Fit Interviews?

The other part of the consulting interview process is the “Fit” or behavioral interview. The following resources provide tips on answering “Fit” questions. We also recommend scheduling a practice session with PDCO professionals to hone your interview skills.

- [Fit Interview Tips: Columbia University](#)
- [Fit Interview Preparation from McKinsey](#)
- [Fit Interview Preparation from Bain](#)

### Where can I find other resources to help me prepare?

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For more information about consulting interviews and beyond, explore these websites:

- [Prep Lounge](#) (50% discount and exclusive content for JHGCC members!)
- [Consulting 101](#)
- [FirmsConsulting](#)
- [Management Consulted](#)

## **Consulting Internships**

[Internships at McKinsey & Co](#)

[Internships at Booz Allen Hamilton](#)

[Top Consulting Internships](#)

## **Consulting Professional Organizations**

[The Society of Professional Consultants](#)

[Institute of Management Consultants](#)

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## **LinkedIn Groups**

[PhD to Consulting](#)

[Consultants Network](#)

[Strategy Consulting Network](#)

[Worldwide Management Consultants](#)

JHGCC page coming soon!