



INDUSTRY SHOWCASE

BOUTIQUE CONSULTING

Hosted by:

COLUMBIA UNIVERSITY CENTER FOR
Career Education

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BUSINESS
SOCIETY 

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Photo by Michael Edmonson, CC '20

EMPLOYER LIST

Alpha Financial Markets Consulting (Alpha) is the leading global consultancy to the asset and wealth management industry. We are a boutique management consulting firm that offers the world's top asset and wealth managers a competitive edge through our unrivaled expertise and industry insight. Alpha was founded in 2003 at its London headquarters, and its rapid expansion led to a successful IPO in October 2017. Alpha has grown to over 340 employees globally, including a rapidly expanding US team. Our client base covers 21 of the world's 25 largest global investment management firms, and we work with over 240 organizations across the world. Alpha has offices in the US, Europe and Asia – with our US team located across New York, Boston, Chicago, Denver, Los Angeles and San Francisco.



HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

At Alpha, analysts are immediately put on client engagements and are given direct exposure to senior management. Given Alpha's entrepreneurial culture, there are numerous opportunities to get involved in management of the business from the day you join, which further encourages the sense of ownership and the importance of our people in the business. At Alpha, we truly build the business together, no matter what your level and years of experience may be.



We are seasoned aviation consultants and executives who are globally recognized for thought leadership, quantitative analytics, and innovative solution development. Clients trust Alton to deliver the objective, data-driven guidance and insight required to inform their business strategies, allocate capital, prioritize resources, and manage risk. Our client engagements span the aviation and aerospace value chain, including commercial, financial, and technical aspects. Typical projects include strategy and business plan development, operational performance improvement, and transaction support. Clients include airlines, manufacturers, MRO and aftermarket service providers, lessors, and the broader financial and investment community. Our extensive experience in both emerging and developed markets gives Alton a broad perspective and a well-rounded understanding of the industry from a global, regional, and local perspective.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- Yes, we do sponsor.
- Yes, we do hire for OPT/CPT.

What is a common mistake applicants make during the application/interview process?

The consulting we do revolves entirely around aviation and aerospace. Candidates that simply want to do consulting but are not interested in the specific work we do will not enjoy their time at Alton.

EMPLOYER LIST



Back Bay Life Science Advisors offers integrated strategy consulting and investment banking for the life sciences. We guide biotech, pharmaceutical, and medical technology companies and their investors on development, commercialization, growth, and maintenance of market share. Back Bay provides clear and unbiased advice and execution for the critical decisions that drive value. We combine insights generated from in-depth scientific, clinical, and commercial analysis with exceptional transaction execution capabilities to provide tailored, sound advice on realizing value across every phase of the product life cycle. Our teams provide unparalleled commercial, clinical, scientific and transaction expertise to unravel a broad array of challenges from R&D strategies, corporate strategies, to transaction advisory and execution and beyond. Back Bay delivers deep analysis and insight in actionable plans.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- Yes, we do sponsor.
- Yes, we do hire for OPT/CPT.

What is one thing you want students to know about your company's space in the consulting industry?

We have a niche expertise in the Pharma/Biotech space and the small nature of our firm allows for greater opportunities for incoming employees looking to be proactive.

Campana & Schott is an international management and technology consultancy with more than 300 employees at locations in Europe, the US and Canada. For more than 25 years, we have been passionately assisting companies in managing complex change processes - from strategic consultation, through the whole broadband of project management, implementation of relevant technologies and their anchoring in the company. The passion for all facets of human collaboration in organizations and projects has driven us since the beginning. Innumerable international corporations and large medium-sized enterprises among our customers speak for themselves (e.g. Airbus, Bayer, Bombardier, Brita, Daimler, Heineken, Helaba, Heraeus, Hilti, Merck, Lufthansa, Panasonic, Siemens, TenneT, WMF, ZF, and many more). We can boast over 1,000 Best Practice Projects and a customer return rate of roughly 90%.



HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- No, we do not sponsor.
- Yes, we do hire for OPT/CPT.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

I personally feel the experience and fast learning curve that one gets when joining a boutique consultancy is unparalleled. From day 1, our consultants are on the forefront, engaging directly with clients and helping grow our business in the USA.

EMPLOYER LIST

Capco is a global technology and business consultancy, focused on the financial services sector. We are passionate about helping our clients succeed in an ever-changing industry.

We are:

- Experts in Banking and Payments, Capital Markets, Wealth and Asset Management and Energy
- Deeply knowledgeable in the financial services space and offer solutions across Finance, Risk and Compliance, Digital, Technology, Data and Business Change & Cost Transformation
- Committed to growing our business and hiring the best talent to help us get there
- Focused on maintaining our nimble, agile and entrepreneurial culture

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

One of the best things about working for a medium-sized consulting firm like Capco is that you feel much more like a person than you do a number. You have the opportunity to develop great relationships across all levels within Capco (from Associate to Partner), and it is an environment that encourages you to drive your own career. There is opportunity here to have a say in the type of work you want to do, and as an entry level associate, you will be an extremely important asset to your client and to your team.



HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.



Capgemini Invent is Capgemini's digital innovation, consulting, and transformation global business line, combining expertise in strategy, technology, data science and creative design, underpinned by deep vertical expertise across a diverse range of sectors.

We are experts in our chosen fields; we understand how to transform businesses and create competitive advantage. We accelerate our clients' abilities to achieve their ambition and deliver results by harnessing innovation and creativity to drive future-focused solutions.

As a team of more than 6,000 consultants, we aim to provide clients with solutions to business problems, accelerating the development of ideas into prototypes and bringing an innovation dimension to clients' transformation projects.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Independence and flexibility to create your own path. Capgemini Inc. is a vast organization, while Capgemini Invent has the cultural and team benefits of the small firm. One of these benefits is insight into the various sectors, capability units, and internal functions across the organization.

HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- No, we do not sponsor.
- Yes, we do hire for OPT/CPT.

EMPLOYER LIST



CBPartners is a global consultancy committed to providing unparalleled strategic support to pharmaceutical companies, biopharmaceutical companies, medical device companies, and government health authorities. The firm has five practice areas: Pricing & Market Access; Value Demonstration; Portfolio Optimisation; Commercial Planning; Government Policy Advisory. The firm is headquartered in New York City, with a US regional office in San Francisco, California; European regional headquarters in London, England; and Asian regional headquarters in Shanghai, China.

What is one thing you want students to know about your company's space in the consulting industry?

Since our firm is on the smaller side, we get to work in different type of projects on a global scale and increase our own knowledge depth in various subject areas.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- Yes, we do sponsor.
- Yes, we do hire for OPT/CPT.

The nature of Chappuis Halder Co. is; we are an international Global consulting firm which specializes in Financial Services, It offers solutions to optimize the operational and organizational efficiency of its clients and accompany them in the transformation of their activity. We offer customized solutions to Corporate and Investment banks, Retail & Private Banks and Insurance companies, with expertise in marketing/distribution, business development, risk management, process and operational improvements, compliance and controls. CH&CO covers the main business lines of the financial services industry, which allows us to provide a comprehensive view of market best practices to our clients. Chappuis Halder has been in business since 2009.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

The advantages of a boutique firm are transparency, recognition, room to grow, and being visible - opposed to larger firms (big 4).



HIRING FOR

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EMPLOYER LIST

DELTA PARTNERS

We are the leading advisory and investment firm specialised in the telecoms, media and tech (TMT) industry. Our multi-disciplinary advisory services bring together strategic, technical, financial and operational advice combined with execution support to our clients globally. Our investment services include private equity and also extend to direct investments into TMT companies, while leveraging the unique synergies from our integrated business model.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

The flexibility Delta Partners offers you in terms of projects, location and benefits in order to achieve a balance between the work and personal life.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- Yes, we do sponsor.
- Yes, we do hire for OPT/CPT.

Galt & Company is a boutique consulting firm working with Fortune 200 clients to deliver maximum shareholder returns. Our firm has worked with, and helped achieve, some of the more notable corporate success stories of the last two decades – MeadWestvaco, Coca-Cola, Gillette, Clorox, Caterpillar, etc. While working at Galt & Company, you will develop analytical and communication skills necessary to make you an effective advisor for our clients. Galt & Company focuses on personal development and training during our quarterly off-site training events, held in locations at exciting destinations, like Scottsdale, the Cayman Islands, Park City, Las Vegas, etc, which vary each quarter. Additionally, our flat organizational structure allows you to work closely with, and learn from, Managing Directors and experienced consultants.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Most of us chose to work at a boutique firm so that we could establish personal relationships with colleagues and management. Additionally, we are able to take on more responsibility more quickly given the flat structure and small firm.

What tips do you have for case interview preparation?

Practice out loud! It's not only important to work toward the right answer, but also communicate it effectively.



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WORK SPONSORSHIP

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EMPLOYER LIST

Gemic is a global growth strategy firm. Since 2008, we have helped business leaders translate emerging shifts in culture and technology into clear future direction and value propositions with transformative power. Our unique expertise in human sciences and business strategy unlocks growth opportunities that create real value and meaning in people's lives.

What is one thing you want students to know about your company's space in the consulting industry?

Gemic works on some of the most exciting and interesting topics in the industry. Sustainable fashion, shifts in luxury, future of cars, changing ideals of femininity – these are just some of the projects we worked on in the past year.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

My choice was not between “boutique” and “large” consulting firms, but rather between the best of anthropological consulting and the best of traditional consulting. I was fortunate to have interned at Gemic and McKinsey & Company during college, and received a full-time job offer to each. My experiences at both firms have been transformative, but I ultimately returned to Gemic because the projects are all intellectually exciting, my colleagues are brilliant, and I get to practice the academic discipline I love.



HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- No, we do not sponsor.
- Yes, we do hire for OPT/CPT.



IQVIA has been delivering management consulting services to the biopharma industry for over 13 years. It is our sole focus on life sciences, deep expertise in key commercial areas, unique access to proprietary data, and in-market presence around the world that allows us truly live up to our mission of making a positive long-term impact on healthcare. IQVIA Consulting Services is the world's leading, specialized advisor on critical business issues in the life sciences. They are the management consulting arm of IQVIA, a leading provider of information, services and technology for the healthcare industry in 100+ countries around the world. Our Consulting Services teams offer end-to-end management consulting in key issues areas that include: business unit, therapy area and brand strategy, portfolio strategy, launch strategy, pricing & market access studies and commercial model design and optimization.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Chose a boutique firm for the opportunity to have my voice be heard and be actively involved in shaping and delivering client solutions. Early responsibility for delivering product, company and market analyses that will shape recommendations.

HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

EMPLOYER LIST

Associates at Malk support engagements with our private equity clients and their portfolio companies, which most frequently take the form of Environmental, Social, and Governance (ESG) due diligence reviews for prospective acquisitions. Malk expects Associates to think creatively about material ESG issues, systematically analyze business practices, effectively communicate findings to the team, and develop strong recommendations for tangible improvement. In many aspects of their jobs, Associates at Malk are relied upon to function autonomously, succeed in an unstructured work environment, and take ownership over their work from an early stage in their careers. Additionally, as members of a small business, Associates have opportunities to work directly with Malk's senior team members to drive firm-level initiatives in the areas of human capital, marketing, service improvement, technology, and more.

What is one thing you want students to know about your company's space in the consulting industry?

Malk Partners was founded on the belief that a company's positive environmental, social, and governance (ESG) practices directly contribute to stronger long-term performance, higher risk-adjusted returns for investors, and a better world. We have grown our practice into the #1 advisory firm dedicated to helping private equity managers capitalize on ESG management practices to protect and create value. Our mission is to provide our clients with the deep expertise and reliable service they need in order to mitigate risks, preserve and enhance reputation, and satisfy stakeholder concerns.



HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- No, we do not sponsor.
- Yes, we do hire for OPT/CPT.

Marakon

Marakon is a boutique strategy consulting firm that works with CEOs of some of the world's best known companies to tackle their toughest business challenges. Our tailored, objective advice and deep industry experience help CEOs make better decisions to ultimately outperform peers.

What is one thing you want students to know about your company's space in the consulting industry?

Marakon has consciously maintained its focus on pure strategy consulting work, while the rest of the traditional management consulting firms have expanded into other areas - implementation, technology, supply chain consulting, etc. Thus, as a consultant at Marakon your work will have an impact on the highest-level, strategic decisions clients deal with.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Primarily because of early responsibility for client and business development. What that offers is a chance to get ahead in your development and a chance to do impactful work from your very first days. In a small setting you will have direct exposure to the senior leadership, sometimes even working one-on-one with experienced partners. Lastly, a smaller firm makes for a more tightly knit community where people get to know each other better and form close friendships.

HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- Yes, we do sponsor.
- No, we do not hire for OPT/CPT.

EMPLOYER LIST



Mars & Co is a unique global player in the Strategy Consulting industry:

- Over the firm's nearly 40 year history, Mars & Co has provided customized strategic and operational expertise to many of the world's largest and most recognized corporations on an industry exclusive basis (i.e., we only work for one client per industry).
- Composed of over 200 consultants globally, our consultants have the opportunity to work across a broad variety of industries, business functions and geographies while benefiting from exceptional amounts of high-level client exposure and interaction.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Mars & Co is a team based, collaborative and collegiate environment where consultants can gain strong industry experience and work with top clients. Consultants choose Mars over larger consulting firms for this tight-knit culture where mentorship is valued as much as the analytical work itself.



OC&C is a leading global strategy consulting firm with 12 offices globally, including New York and Boston in North America. We work for senior executives, providing solutions to some of the most exciting strategic problems in consulting today. We work across all industries, but we specialize in Retail, Media, Consumer, B2B and B2C Services, Technology and Private Equity.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- No, we do not sponsor.
- Yes, we do hire for OPT/CPT.

What tips do you have for case interview preparation?

While some preparation is good, it is best not to be too rigid in your approach to the cases given. We do not expect candidates to actually solve the cases in interviews. The interview is more about gauging how candidates approach problems, and the thought processes they use to devise steps to solve it. Not every case will fit within a defined set of frameworks, but every case will present a set of challenges to work through. We are most interested in the questions you ask along the way and how you creatively approach the challenges set forth by the prompt.

EMPLOYER LIST



We're in the business of making businesses better—people, processes, and systems. We're an end-to-end technology solutions provider focused on connecting disparate parts within organizations. We bring a balance of IQ and EQ to every engagement, and a depth of business and technical acumen to every problem. We are a team that is driven by following through for our clients, and being upfront, honest and sincere.

What is one thing you want students to know about your company's space in the consulting industry?

We came together because of a set of shared beliefs, born from our collective experiences, about how to be trusted partners. We believe in acting with integrity. In doing what you say you're going to do. In being upfront, honest and sincere. In bringing your A-game every time, and your intellect and heart to the table always. We're strong as individuals, and believe through collaborating, we're stronger as a whole. We pride ourselves on being considered a trusted partner and we don't take the role or responsibility lightly.

HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.



Quadrant Strategies is a consultancy that works with Fortune 100 companies on their biggest reputational and business challenges, often in highly sensitive and high stakes situations. We use market research and public opinion polling to advise top executives on communications and brand strategy to grow revenue, reclaim market share, and navigate through some of the world's highest profile corporate crises.

What is one thing you want students to know about your company's space in the consulting industry?

Quadrant Strategies approaches consulting and client services in a unique way, using market research to develop strategies to address our clients' most difficult brand and reputation issues. Through designing, conducting, and analyzing qualitative and quantitative research, we are able to arm our clients with data-driven insights to address their biggest challenges.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

EMPLOYER LIST

QVARTZ

QVARTZ is a management consulting company with global reach and Nordic heritage. Our civilization currently counts 425 passionate people, all with different backgrounds but with a common desire to change the management consulting industry from within. The entrepreneurial spirit is an important part of our DNA, and we constantly explore new opportunities to build our company and move things forward. From our eight offices across Europe, the US and Asia, we follow our clients all over the world.

At QVARTZ, we aspire to deliver results and build relationships in everything we do. Through a combination of rigorous analyses, solid experience and deep industry insight, we help our clients improve their business – whether this requires reducing costs, maximizing investments or restructuring the organization. As a consultant with us, you work closely together with the client and your team.

What tips do you have for case interview preparation?

Our tip for case interview preparation is to practice with your peers both as interviewer and interviewee and give each other feedback. Moreover, it is important to practice not only with good friends, but also with people you do not know. This helps recreate the actual interview situation. A good site to find practice buddies is <https://www.preplounge.com/en/>.

HIRING FOR

- Full-time Jobs

INTERESTED IN HIRING

- Bachelors, Masters, Doctorate

WORK SPONSORSHIP

- No, we do not sponsor.
- Yes, we do hire for OPT/CPT.

REDSTONE

Redstone is intellectual, creative, and passionate about real-world problems. We partner with some of the world's largest foundations, companies, and NGOs to help answer tough questions on education, health, and the environment. Our clients and partners include the Hewlett Foundation, the Rockefeller Foundation, the Packard Foundation, and Feeding America, among others – all of whom share the ambition to make system-wide change.

What is one thing you want students to know about your company's space in the consulting industry?

Redstone is in the business of social change. We believe that change is possible, and partner with some of the world's largest foundations, companies, and NGOs to solve real-world problems.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Our employees are essential to our success, which is why we encourage growth for our staff at every level. All Redstone consultants work directly with clients as well as the firm's senior leadership. This intensive apprenticeship model helps staff to excel in social sector consulting, and wherever their careers may take them.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

EMPLOYER LIST

Renaissance Strategic Advisors is a boutique strategy and management consulting firm focused on the aerospace, defense, space, intelligence, and government services sectors. Our team provides corporate strategy development, market insight, and M&A due diligence services to global corporate, private equity, investment banking, and startup clients. We are a 40-person industry-focused team headquartered in Washington DC.



What is one thing you want students to know about your company's space in the consulting industry?

RSAdvisors is focused squarely on the intersection of government and business. We help our clients, who are mostly Fortune 500 aerospace & defense companies, solve their hardest business challenges, often working at the C-Suite level. We look for candidates who bring a passion / interest in aerospace & defense, strong analytical and quantitative skills, and a passion for working in teams to solve client problems.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

Working at a boutique firm is a great way to start your career in consulting. It provides a tremendous amount of ownership over work product and exposure to senior firm leadership and clients. Project teams tend to be smaller, giving analysts an opportunity to directly lead portions of the analysis and brief to project managers and clients. Culture at boutique firms also tends to be great, with everyone engaged and passionate about the work and continuing to build and grow the company.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

The logo for Wavestone features the word 'WAVESTONE' in a white, serif font, centered within a dark purple rectangular background.

Wavestone is a premier global management consulting firm that is dedicated to delivering high-impact results to its industry leading clients. Wavestone is one of the leaders in management consulting services in the European market, expanding its footprint in Asia and North America. Our global team of more than 3,000 professionals over 4 continents brings deep industry knowledge and experience, strategic insight and operational expertise, and a passion for delivering measurable bottom line results.

HIRING FOR

- Full-time Jobs, Internships

INTERESTED IN HIRING

- Bachelors, Masters

WORK SPONSORSHIP

- No, we do not sponsor.
- No, we do not hire for OPT/CPT.

What made you/your colleagues choose a boutique consulting firm over larger consulting firms?

- Close-knit and supportive work environment
- Career Development Manager who guides your career in a way you'd like and at the same time helps you contribute to Wavestone's goals
- Opportunities to grow at an accelerated pace, take on advanced responsibilities, and make impact even at an early career stage