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Reedy ISM I

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The Path to Partnership

Assessment 5 - Research

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Topic: The Path to Partnership

Works Cited:

“Levels and Roles in Management Consulting Firms.” *Consulting Junkie*, 9 July 2015, consultingjunkie.com/hierarchy-of-management-consulting-firms/.

Butcher, Sarah. “Career Paths in Management Consulting.” *EFinancialCareers*, 5 May 2018, news.efinancialcareers.com/uk-en/careers-in-finance/219856/management-consulting-careers.

**Assessment:**

My research has previously been mostly about how to achieve the position of a consultant, but my true end goal is actually to become a partner for a large consulting firm.

Through continued research, the path to becoming a partner and the steps necessary to achieve this goal have become clear.

Although there are different job titles for each company, there are usually five different positions before reaching the title of a partner. First is usually an analyst who is employed

straight out of college which means that if I earn my undergraduate degree and enter the workforce directly, I will only be employed at the base position of an analyst. As an analyst, the task of gathering data about an issue and then creating a presentation about the different aspects of the problem would fall to me. After maintaining the position of an analyst for about two years, the title of senior analyst would be presented to me, where the tasks as an analyst would be required, but for higher profile clients and issues. Next in the hierarchy is the position of a consultant, which is usually assigned to people with a graduate degree or at least five years of analyst experience. In order for me to save time, it would be in my best interest to pursue my Masters in Business Administration right after my undergraduate degree, so that when entering the workforce, my first position will be a consultant instead of an analyst. As a consultant, the assignment of traveling to the client and following up with daily updates would be required of me. After working as a consultant for two to four years, the position of an engagement manager would be proposed to me, where I would be required to lead a team of analysts and consultants in fixing an issue for the client. In the position of an engagement manager, my leadership skills would be most needed and on full display at this time. After working as an engagement manager for three to five years, the promotion of a principal would be awarded to me. As a principal, it is basically training to become a partner and completing many of the same tasks as a partner such as working with senior executives to help clients and creating key solutions for high profile clients that would be required of me. Finally, after working as a principal for three to four years I would reach my goal of becoming a partner to the company which would require me to lead finance issues at the highest level while also maintaining the success of the company that I am

working for. Partners for large consulting firms can earn upwards of \$300,000 which is the end goal of my career as a consultant.

Becoming a partner requires the experience of many positions over a span of many years. However, due to my research, new paths to reaching that goal have become apparent, such as earning my Masters in Business Administration right after my undergraduate degree so that the ability to enter the workforce directly as a consultant would be an option for me. By following this hierarchy and gaining experience through higher education and workforce training, I will be able to achieve my goal of becoming a partner in about fifteen years after my graduate's degree.

[Annotated Documents](#)