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Mr. Speice

Reedy ISM I

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Interview With Mr. Aaron Benton

Assessment 8 - Interview

Name of Professional: Aaron Benton

Title: Senior Consultant

Company: Sector 7 Energy

Date of Interview: 10/25/18

Works Cited:

Tummalapalli, Sanjeet, and Aaron Benton. "Informational Interview." 25 Oct. 2018.

**Assessment:**

In my second interview, my goal was to gain new insights from another professional instead of continuing to only conclude from only academic journals and articles about consulting, and gain a new opinion of consulting. This has allowed me to garner and compare information from my own research and my other interview with a professional in order to achieve a more holistic understanding of consulting.

Mr. Benton often reiterated the fact that a consultant is usually a mediator between business owners, managers, and the consulting firm, which showed me that being a consultant would require me to have connections with numerous people and a knowledge of all the moving

parts involved in the project. Also, this made me extrapolate that as a consultant I would be in a very powerful position because I would have access to the opinions of all the different people involved in solving the issue, which would make me vital to the success of the project. Next, Mr. Benton explained that the most challenging aspect of being a consultant for him is finding clients that are willing to give the services of his company a chance to help which made me think from a different viewpoint, because previously I researched using only the lens of a consultant from a well-established firm, whereas the reality is that there are many small firms, such as Mr. Benton's firm, that do not have the flexibility to wait for clients to come to them and ask for help. Instead, as a consultant from a smaller firm, my tasks would often include the portion of actively searching for clients that would be willing to purchase my services unlike if I was employed for a large firm. Next, he explicated that in order to succeed as a consultant I would need to establish rapport with clients and always bring and highlight my value to the project even if it isn't my strong suit. This made me understand the concept that when I create a good relationship with the client, it isn't only for the one project that we work on together, it is also so that if the client ever has another issue again, they will choose our services right away due to our previous, positive accord. Similarly, he underscored the importance of being able to be patient, but efficient, and hard working as well as staying motivated and having a good attitude because oftentimes, things won't turn out the way I envision. This brought me to the reminder that as a consultant I won't always have a great project or success all the time, but nonetheless, I must be able to learn from that keep pushing forward performing better than before. Mr. Benton also brought to my attention the fact that I must keep an open mind as a consultant and be open to criticism, because I must be able to continue learning about how to become better, or else I will

never grow into the best consultant I could be. Finally, Mr. Benton showed me the true benefits of being a consultant by explaining that as a consultant, you are always encountering a variety of different issues with every different client that you need to solve which creates a new challenge every project. This showed me that as a consultant I will need to be engaged completely at the unique task at hand but must also be able to use past experience and knowledge to efficiently and effectively solve the issue for the client.

This interview with Mr. Benton has given me the opportunity to gain insight about consulting from a professional, which allowed me to compare these new opinions with my past knowledge and in the end constitute an expanded understanding of consulting and all the aspects involved and necessary to become a successful consultant.

[Interview Notes](#)