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Mr. Speice

Reedy ISM I

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Interview With Mr. David Gross

Assessment 9 - Interview

Name of Professional: David Gross

Title: Founder and Managing Director

Company: Strategic Value Partners

Date of Interview: 12/20/18

Works Cited:

Tummalapalli, Sanjeet, and David Gross. "Informational Interview." 20 Dec. 2018.

**Assessment:**

In my second face to face interview, my main goal was to learn valuable insight about consulting, starting an LLC, and creating a business plan. Fortunately, Mr. David Gross (the professional interviewed) had extensive experience in consulting and is the founder and managing director of Strategic Value Partners, a consulting firm, which allowed him to offer me valuable insight and information about management consulting as a whole.

Mr. Gross began the interview by explaining that there is never really a set process for each workday because every day's work is based on the clients' needs and issues which can vary greatly between different businesses needing assistance. However, Mr. Gross mentioned that in

order to stay organized, his company sets a twelve month goal and a thirty-six month goal to help stay on track. The idea of setting twelve month and thirty six month goals was very intriguing to me because it made me understand that there may be trivial day to day things that may not end successfully, but if I learn from that, the next day I can work harder to succeed and still maintain my focus on the larger goal, whether it is solving a client's issues, or increasing the profit margin for my company. Next, Mr. Gross clarified that although he is technically a consultant, he likes to consider himself as a partner of the client who has a relationship with a client where they are comfortable to invite him over for dinner, because it is easier to solve issues with a client when you can talk freely and actually trust the other person. This type of client-consultant relationship was new to me and seemed slightly unorthodox, but it helped fortify, for me, the importance of being able to create and maintain solid relationships with clients in consulting, because in the future they may need my services again or I may need them to give a referral of my value to another potential client.

Mr. Gross then advised me that the most valuable skills in consulting are the ability to listen and the ability to make sacrifices if it will benefit me in the future. When Mr. Gross mentioned listening as an important skill, I understood where he was coming from, because when a client is presenting me with some information, I must be able to analyze what they need, how I can help, and what some possible issues could be, all from the small portion of information given. This helps improve client relationships because the client is more likely to view me as proactive and willing to cater to their needs and issues if I can take a small bit of information and use that to help create an effective solution. Next, when Mr. Gross touched on sacrifices, I understood it as the ability to adapt to different situations, for instance, if a client is

struggling to stay profitable and faces bankruptcy soon, I must be willing to sacrifice my lifestyle for a period of time in order to stay longer hours and assist the client with their issues as quickly as possible, and this is the reality of consulting, because, throughout my interviews, a recurring theme is that in order to succeed I must be willing to put in upwards of sixty hours a week at most times. However, this sacrifice was not made in vain because now the client is truly impressed by my efficiency and services, and will continue to come to me for any issues that they may face in the future with their company.

Towards the conclusion of our interview, Mr. Gross offered valuable insight and personal experience about starting a consulting LLC. He explained that in order to succeed I need a good relationship with numerous past clients and contacts with many C level executives because otherwise I will have no place to start and will struggle to find clientele. He also advised that it is not for the faint of heart because I must be willing to invest a large amount of time and money and still accept the possibility of not winning clients due to the large amount of competition from bigger and more experienced firms. In total, Mr. Gross showed me that in order to truly succeed as a consultant, I must prioritize my work and learn to excel under the stress that is prominent during the process of growing and establishing myself as a well-reputed consulting firm.

### [Interview Notes](#)