

Sanjeet Tummalapalli

Mr. Speice

Reedy ISM I

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Interview With Mr. Jeffrey LeVant

Assessment 9 - Interview

Name of Professional: Jeffrey LeVant

Title: Business Development Leader

Company: Ernst and Young

Date of Interview: 12/7/18

Works Cited:

Tummalapalli, Sanjeet, and Jeffrey LeVant. "Informational Interview." 7 Dec. 2018.

Assessment:

As my first in-person interview, the goal of this interview was to practice my interpersonal and soft skills with a professional in the field of finance who would be able to offer me insightful information and advice about pursuing this career. My interview with Mr. LeVant was very intriguing and helpful because Mr. LeVant was able to explain certain aspects of his career in a detailed way and offer his opinions about certain things based on his own past experiences which have helped me understand the profession of consulting in a comprehensive way and acquire improved perspectives on certain facets of consulting.

To begin, Mr. LeVant explained how there isn't specifically a typical day in consulting because each day is different which is a very unique characteristic of consulting. He offered an example that recently there were new tax reforms and based upon that there were 119 new tax provisions which meant that corporations needed help determining how those rules affect them. This information was very intriguing and reassuring because my interest in consulting was partially sparked by consulting's unorthodox lifestyle of travel and a schedule atypical to the regular nine to five workday. This insight also made me understand that I must be able to retain important information and experiences from past projects, because a new client may have a similar issue as a past client and if I am able to quickly identify that, the process for solving the issue would be much more efficient and profitable. Next Mr. LeVant explained that at Ernst and Young there are four main categories of work: Assurance, Advisory, Tax, and finally, Transaction Advisory Services. He explained the purpose of each different category and discussed how his current role falls under assurance, but often overlaps with the services offered in tax. With this new knowledge of these categories I was able to recognize that if I was to pursue finance consulting, advisory would be the best classification because it reflects my interests and skills of helping clients fix issues that hinder their efficiency and profitability. During our discussion, Mr. LeVant mentioned that the most valuable skills in consulting were interpersonal skills, and the ability to work hard. Throughout my interviews, I have noticed that these two things recur due to their importance in establishing oneself as a competent consultant. If I can master interpersonal skills, I will be in very high demand because if I can connect with the clients in a personal way, I will make more sales because clients will buy from people they like and trust regardless of their technical skills. Similarly, if I am able to dedicate my time

efficiently to my career and the projects at hand, it is very noticeable and will reap a benefit in the form of great reviews from clients which eventually leads to promotion throughout my career.

One of the things from Mr. LeVant's insight that captivated my attention was the advice of earning my master's degree first before I enter the workforce. This information was very helpful to me because it clarified that by earning my master's I would learn invaluable information and experience about consulting that is very highly sought after by large firms when it comes to hiring. However, Mr. LeVant also presented me with another possible path where I earn my bachelor's degree and then enter the workforce with an industry (non-consulting) company, work there for two years and then earn my master's degree, so that when I graduate I will appeal to well-reputed firms that would value my five to six year's worth of practical experience and subjective intuition. Afterward, Mr. LeVant elucidated the process required to create and maintain a successful independent consulting LLC. I was able to understand that in order to pursue the idea of starting an LLC, I must maintain contacts with clients and CEOs in order to have a market for my services if I ever split from my firm. By maintaining these contacts, I could propose lower rates for the same services that their current consulting firm provides and these contacts would quickly accept my offer because they would be aware of my expertise and quality of work in that field.

My interview with Mr. LeVant offered me the opportunity to achieve a more holistic understanding of consulting and gain important insight into the different aspects and pathways of consulting. With the information and advice offered by Mr. LeVant, I am now able to consider

many new options and pathways to pursue in order to assist in achieving my final goal of becoming a successful partner to a large consulting firm.

[Interview Notes](#)