

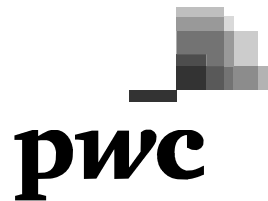
strategy&

October 2015

Presentation



University of Warwick



Agenda

- Overview
- Who we are
- What we do
- What can we offer you
- How to apply
- Questions
- Drinks

Overview



Overview

Who we are

What we do

What can we offer you

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Our team in a nutshell...

What we believe

Clients today expect more than a strategy that looks good on paper. They want a strategy that works in the real world.

We are set up to do just that.

What we do

We can bring together **the right team wherever our clients are in the world**, and help them **solve the toughest problems** they face.

Who we are

Global strategists bringing the **very best strategic thinking** to help clients build the differentiating capabilities they need to outperform competitors.

What's in it for you

You can build an **extraordinary career** within a **fast-paced, team-focused environment**, and help lead the **future of strategy consulting**.

As part of the PwC network, we offer unrivalled access to industry and functional expertise, and a unique, powerful, and distinctive combination of capabilities that allows us to drive even greater impact

Who we are



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A leading strategy team

One of the top 3 strategy consulting companies, with a strategy presence in over 30 countries

A large and fast-growing team with c.400 dedicated strategy specialists in the UK

PwC recognised as UK's leading graduate employer consistently for the last 12 years, and UK's graduate employer of choice for consulting



Top 3



400



**THE TIMES
TOP 100
GRADUATE EMPLOYERS**

Part of the world's largest professional services firms



What we do



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Tackling business critical problems and challenging issues

We help our clients with their toughest problems and decisions...



How do I transform my company for the future?

How do I drive growth for my business?

How do I take advantage of new technologies to deliver a better customer experience?

Do I have the right marketing strategy?

How would we drive growth post-acquisition?
















How can we prepare our business to maximise value at IPO?

Which new markets should my company get into and how?

How attractive is this opportunity?

... to create tangible results & lasting impact

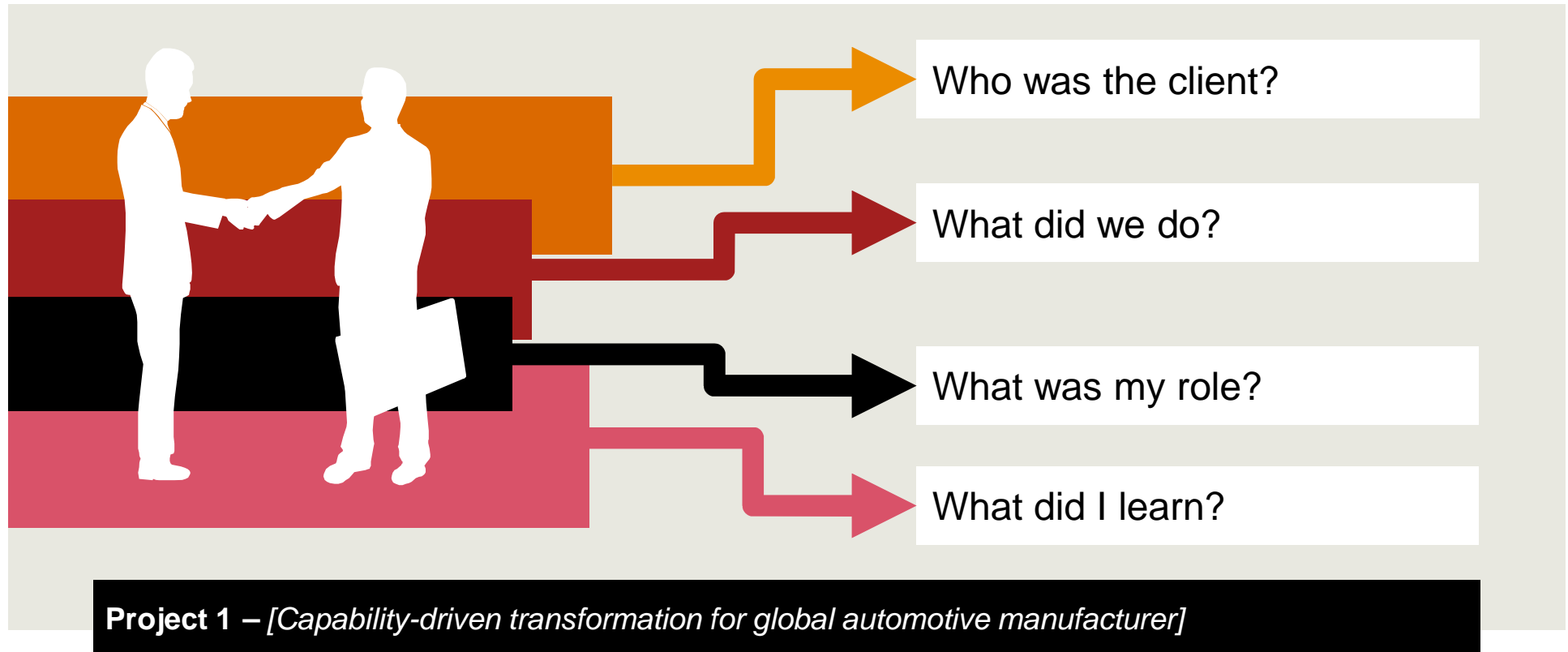
Working with a diverse portfolio of iconic clients...

Large, renowned companies	Fast growing, innovative businesses	Market leading investors
    	    	    

... across a wide range of sectors

<p>Technology, Media and Telecoms</p>	<p>Financial Services</p>	<p>Retail, Consumer & Leisure</p>
<p>Industrial Products and Services</p>	<p>Energy, Utilities Mining & Infrastructure</p>	<p>Public sector and Health Industries</p>

Examples of exciting projects you could be working on



What can we offer you



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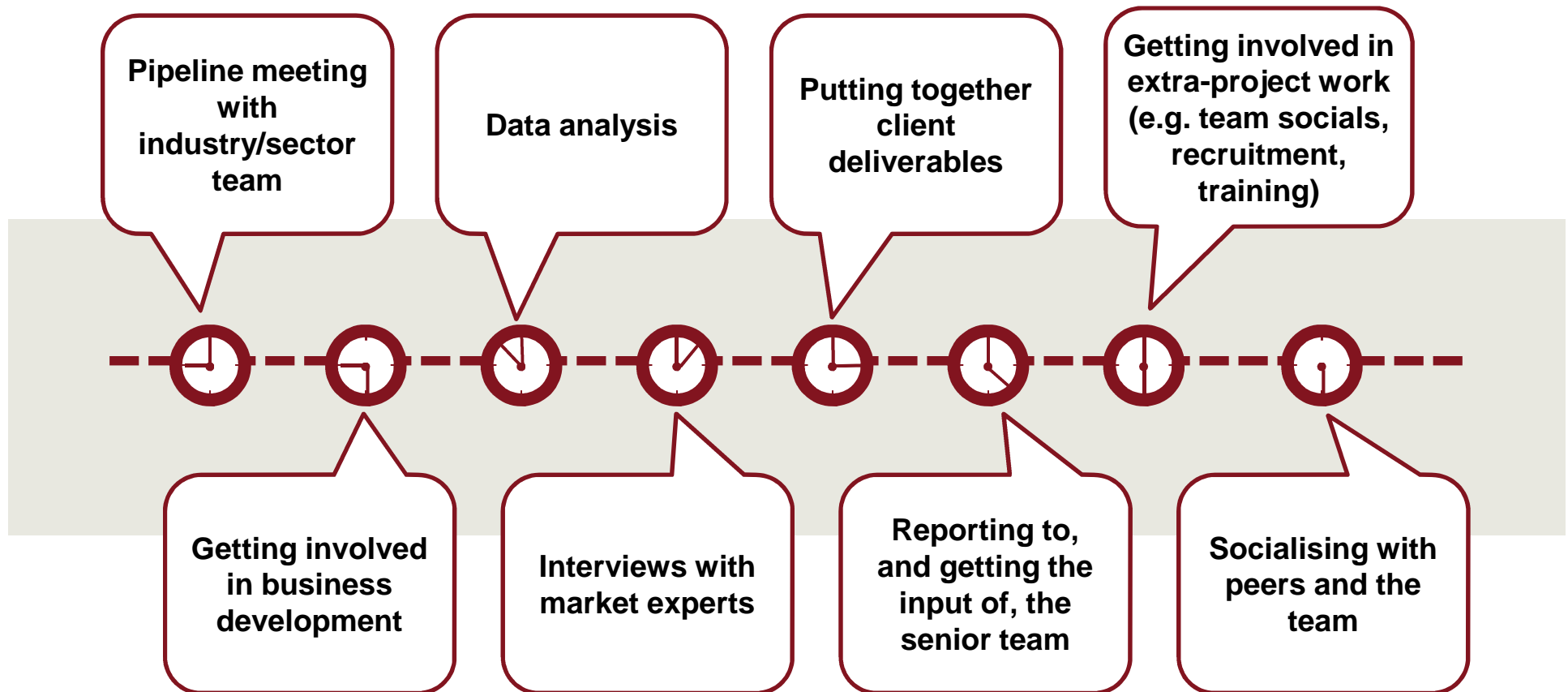
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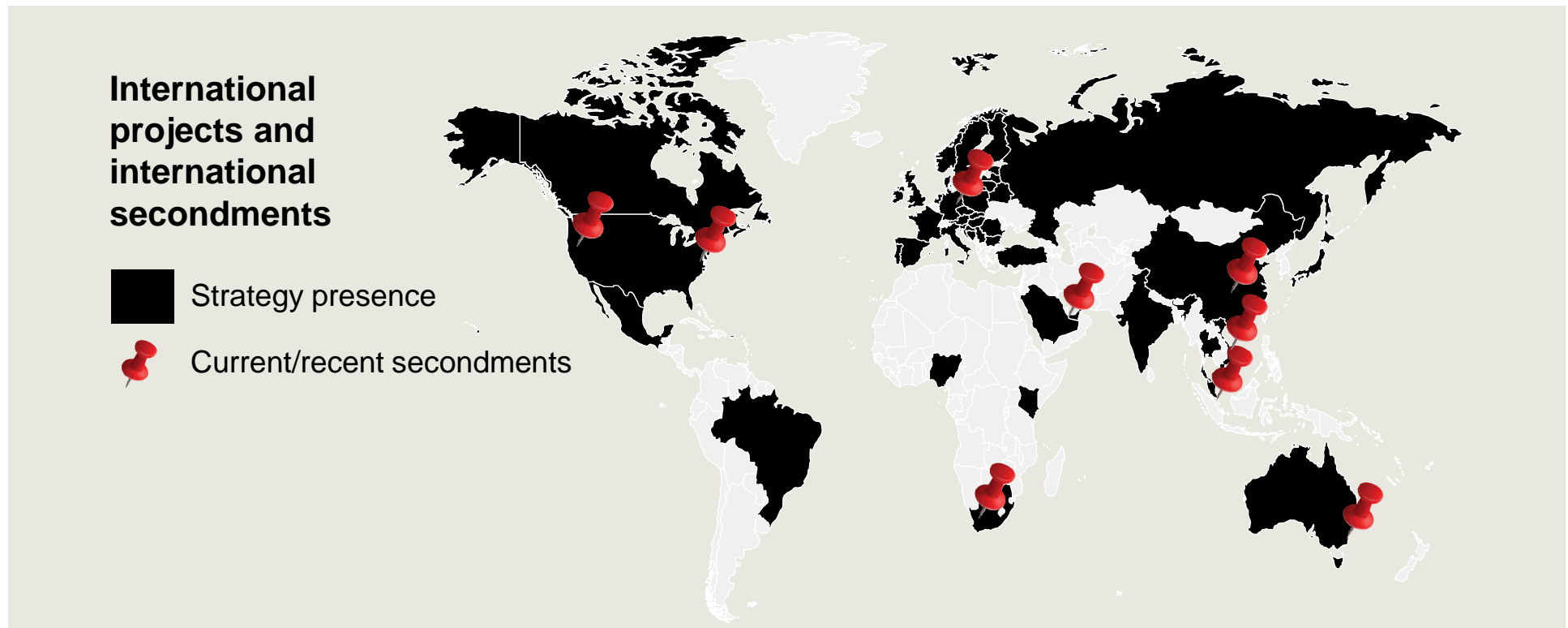
Thought provoking, challenging, and fun!

- 1** Meaningful roles from day one
- 2** Varied set of projects and experiences
- 3** Working with a tight-knit group of committed individuals
- 4** Specialised strategy experience and training
- 5** We work hard but have fun together!

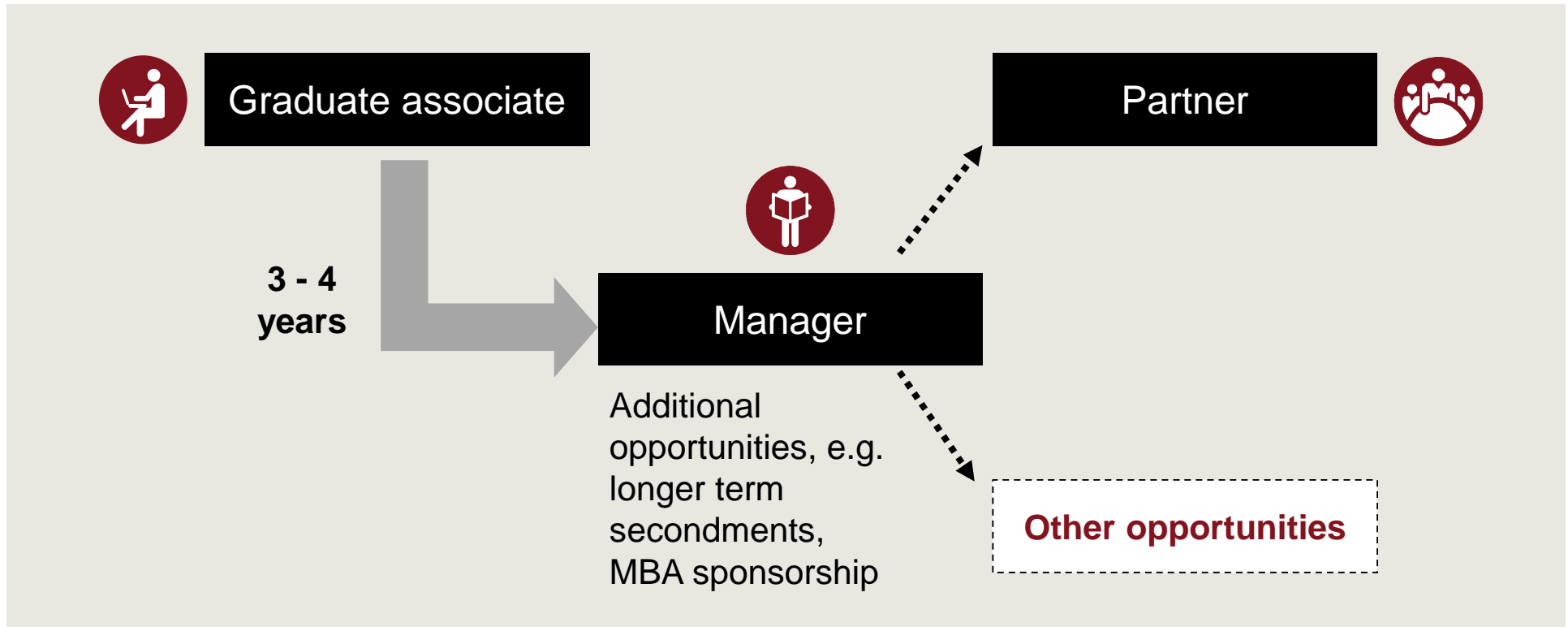
A day in the life of a strategy associate



Global opportunities



We support fast progression



And our alumni found roles at...



John Lewis



CHARTERHOUSE

Morgan Stanley

BC Partners



easyJet



Sainsbury's



L'ORÉAL PARIS



serco

vodafone

Jack Wills



Strong training and development



**Tailored
induction
programme**

**Structured
training
programme
during your
first 24 months**

**Individual
career coach**

**On the job
mentoring**

**Off-site
courses**

**Opportunities
to do an MBA**

Beyond the office



**Social enterprise
for homeless and
vulnerable people**



**Supporting our team's
efforts to help out for
social causes**



**One of London's
greenest offices!**



Case study prep



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Why are case studies used?

Test your ability to structure and solve problems

Challenge you to be creative

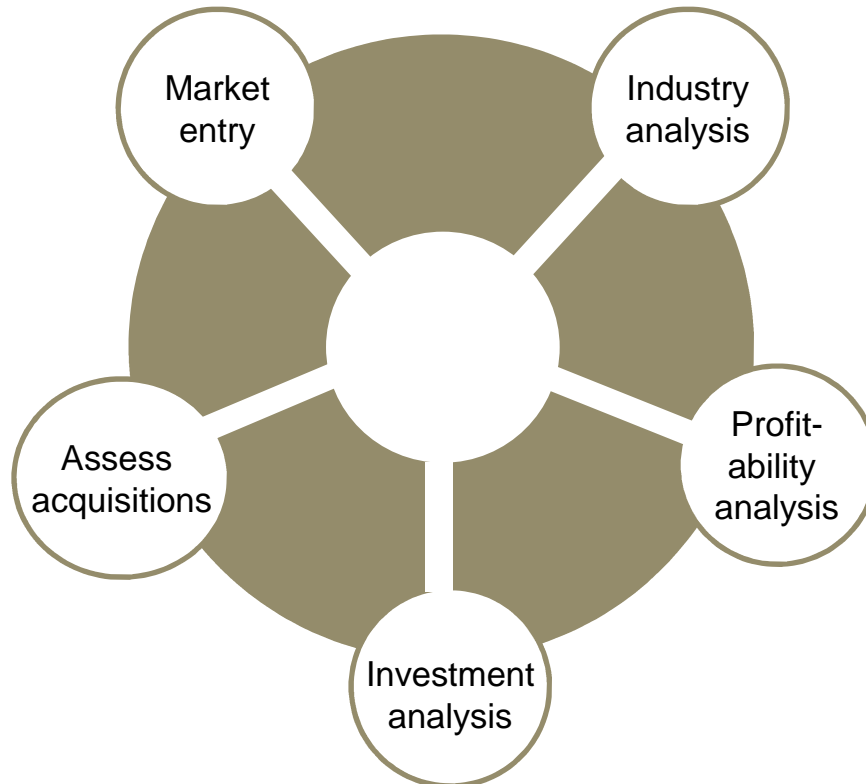
Test your credibility in front of clients, particularly when under pressure

Focus is on potential rather than experience or knowledge

Simulates consulting firm's core work

Common types of cases used

The client's situation...



...the consultant's approach

- Quantitative estimate
- Commentary on commercial issues
- Creative ideas
- Synthesize findings
- Client recommendations

Question 1: Market sizing

Estimate the size (by value) of the UK grocery retail market



Question 1: Model answer

Volume



Price



Value

Population



Spend per person

Weekly
spend

52
weeks



Value

60m



£60 p/w x 50



c.£180bn

Question 1: Things to consider

Consider population and spend per person per week

- Simple calculation: 60m people x ~£60pw x ~50 weeks = c. £180bn per year

Alternatively, consider population, number of meals per day and the average cost of daily meals

- 60 m people x £8.00 / day (for 3 meals) x 365 days = c. £175bn per year

Segmentation

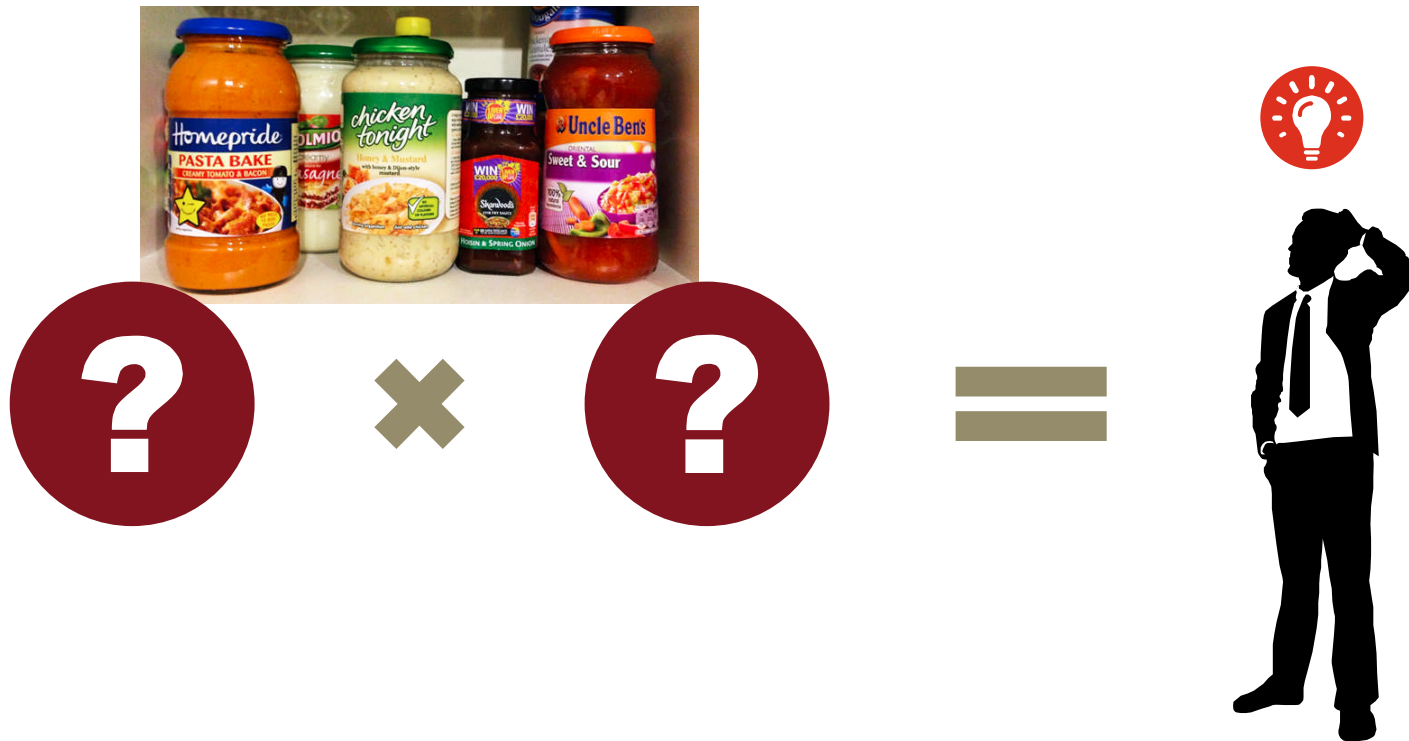
- E.g. by channel, by customer type

General tips

- Make sure you understand what the question is asking
- Stick to round numbers
- Explain your thinking, including your broad assumptions
- Write things down
- Answer the actual question

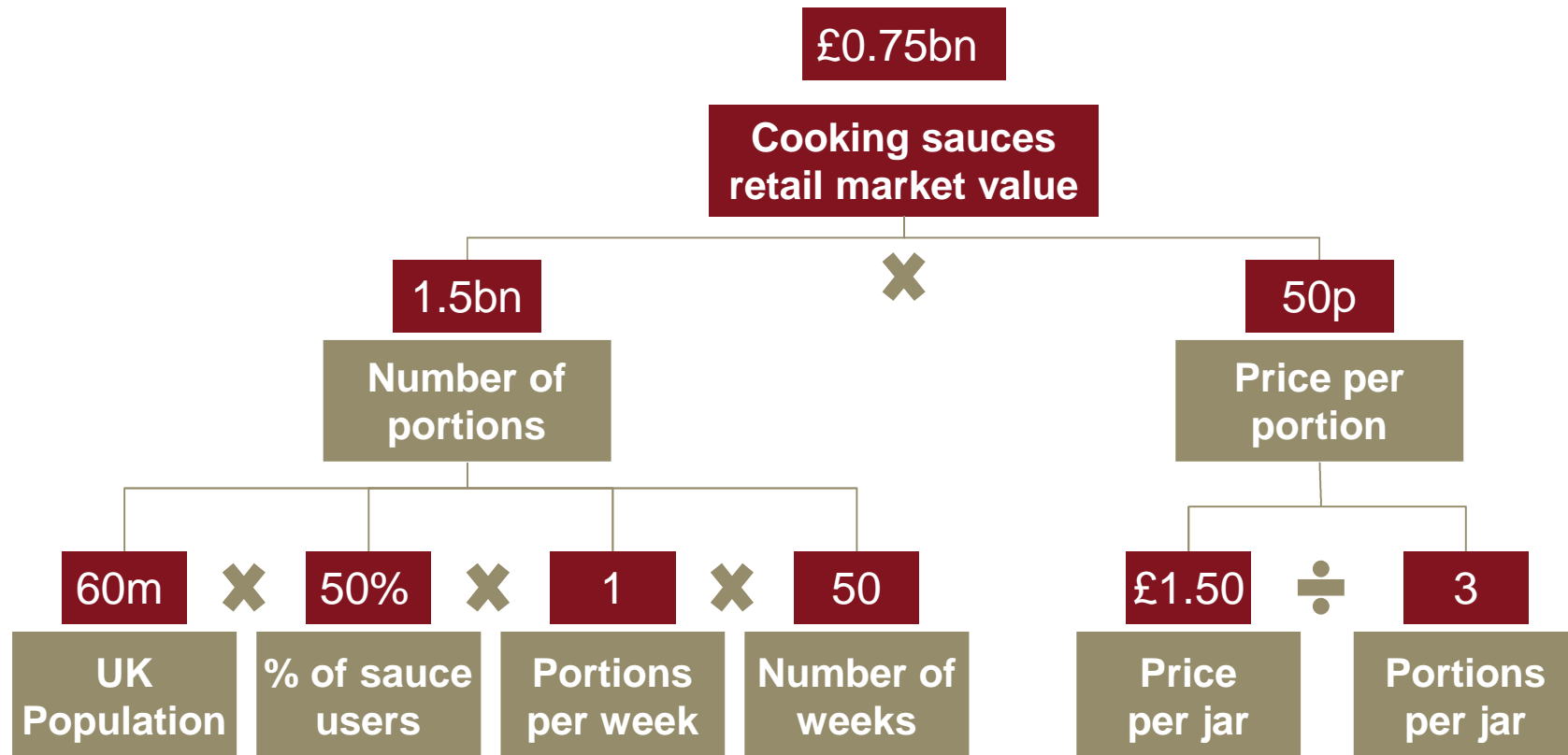
Question 2: Market sizing

Estimate the size (by value) of the UK retail cooking sauces market



Note: Refers to all cooking sauces (Indian, Chinese, Italian etc.) sold to households, excluding foodservice sales (e.g. restaurants, sandwich shops)

Question 2: Model answer



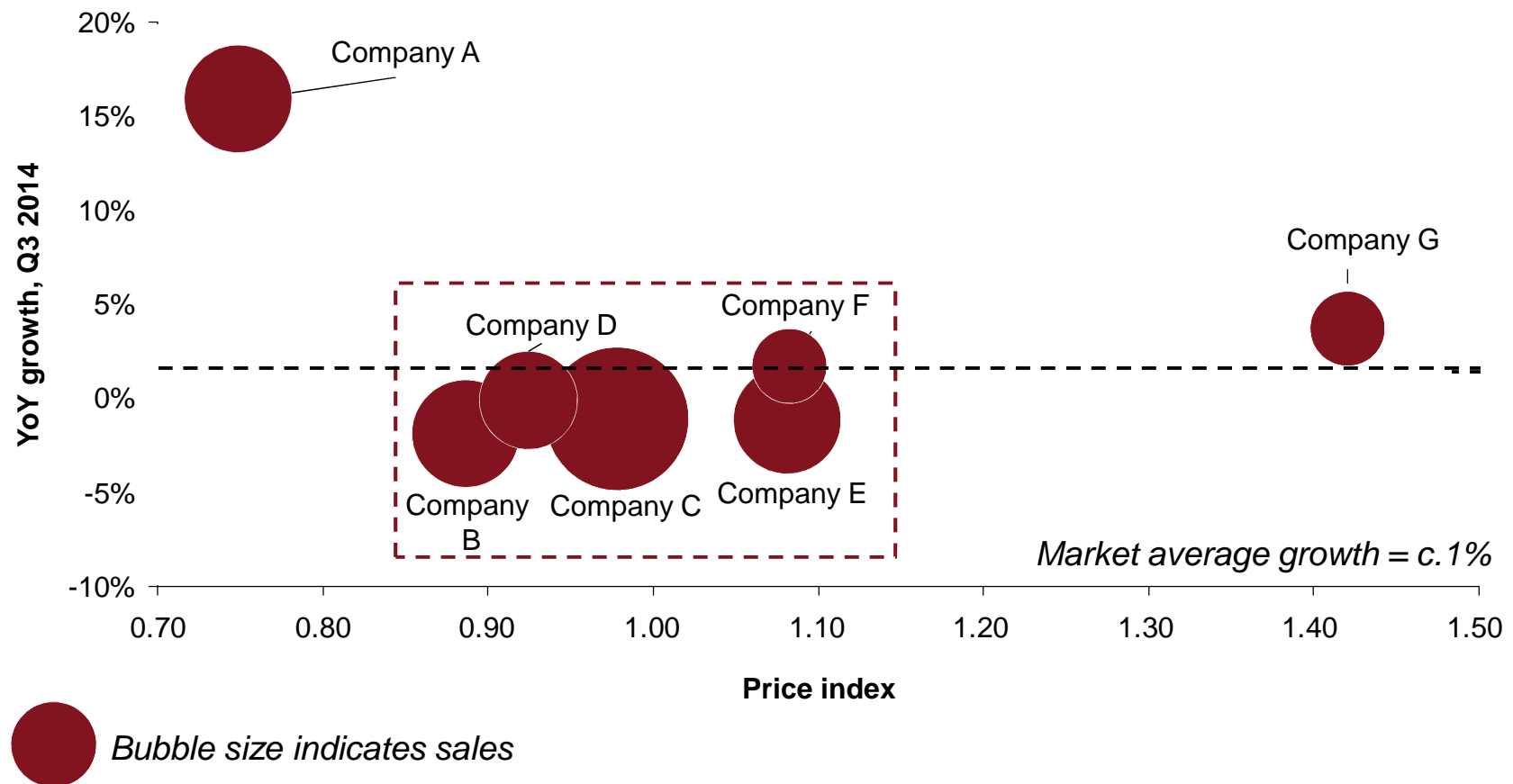
- Don't get intimidated by the question! Break it down to a simple formula
- Don't overcomplicate

Question 3: Interpreting information and drawing conclusions

- **Look at the chart on the following slide**
- **Interpret the meaning of the chart**
- **How are things changing? Who's winning and who's losing?**
- **Given your knowledge of the UK grocery market, why might this be?**

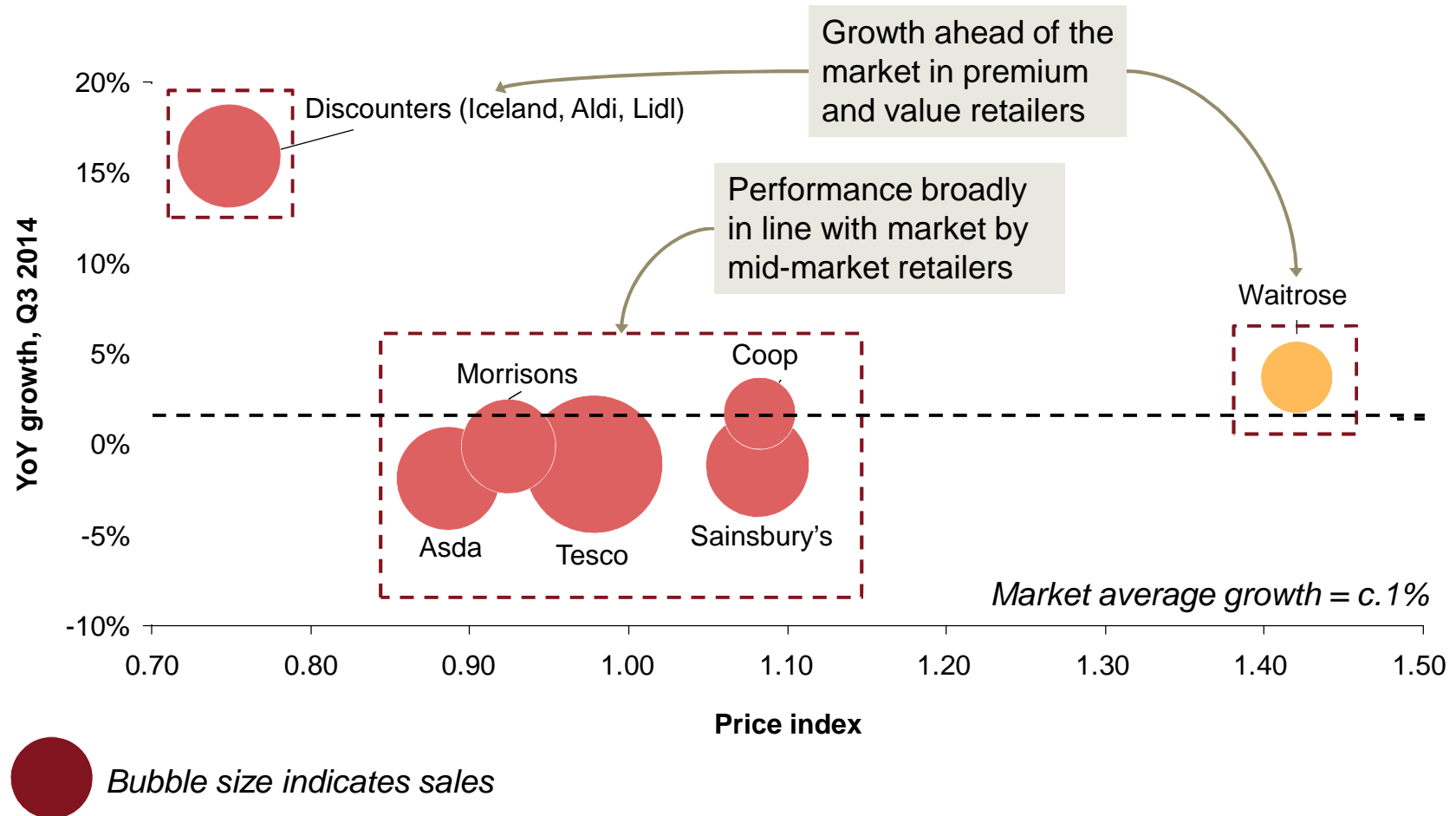
Question 3: What does this information tell you?

UK supermarket grocery retailing, Q2 2015



Question 3: Conclusions

UK supermarket grocery retailing, Q2 2015



General tips for case study interviews

Quantitative questions

- Make sure you understand what the question is asking
- Stick to round numbers
- Explain your thinking
- Write things down
- Answer the actual question

Case study approach

- Pause and think
- Ask questions
- Summarise how you will proceed
- Provide your detailed answer
- Sum up findings
- Be prepared to defend answers
- Showcase commercial awareness

How to apply



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What we look for...



We are organised into two market winning teams

Both teams

- Excellent salary and benefits
- Fast progression and comprehensive training
- Small project teams with responsibilities from day one
- Wide range of industry exposure
- International projects and secondments
- MBA sponsorship offered
- Flexible start (September or April)

Corporate strategy

- Focused on Corporate Strategy work, including some M&A related assignments
- Short to long term projects
- Working at the client site (Monday to Thursday)
- High proportion of international travel for projects (potentially a few weeks or months at a time)

M&A strategy

- Focused on M&A related Strategy work and other strategy assignments
- Mainly short-term projects
- Typically based in London
- International travel and 6 months New York secondment within first 3 years

You'll have the option to select a preference when applying, but we encourage you to make an open application

We offer a range of opportunities

Talent academy



Two day programme for 1st year students to experience strategy consulting first hand

1st year students of a 3 year programme or 2nd year student of a four year programme

Women in business



One week placement to shadow a female leader and get first hand exposure to our work

Penultimate year students

Summer internships



8-10 weeks internship with the potential to get a full-time job offer at the end

Long-term placements

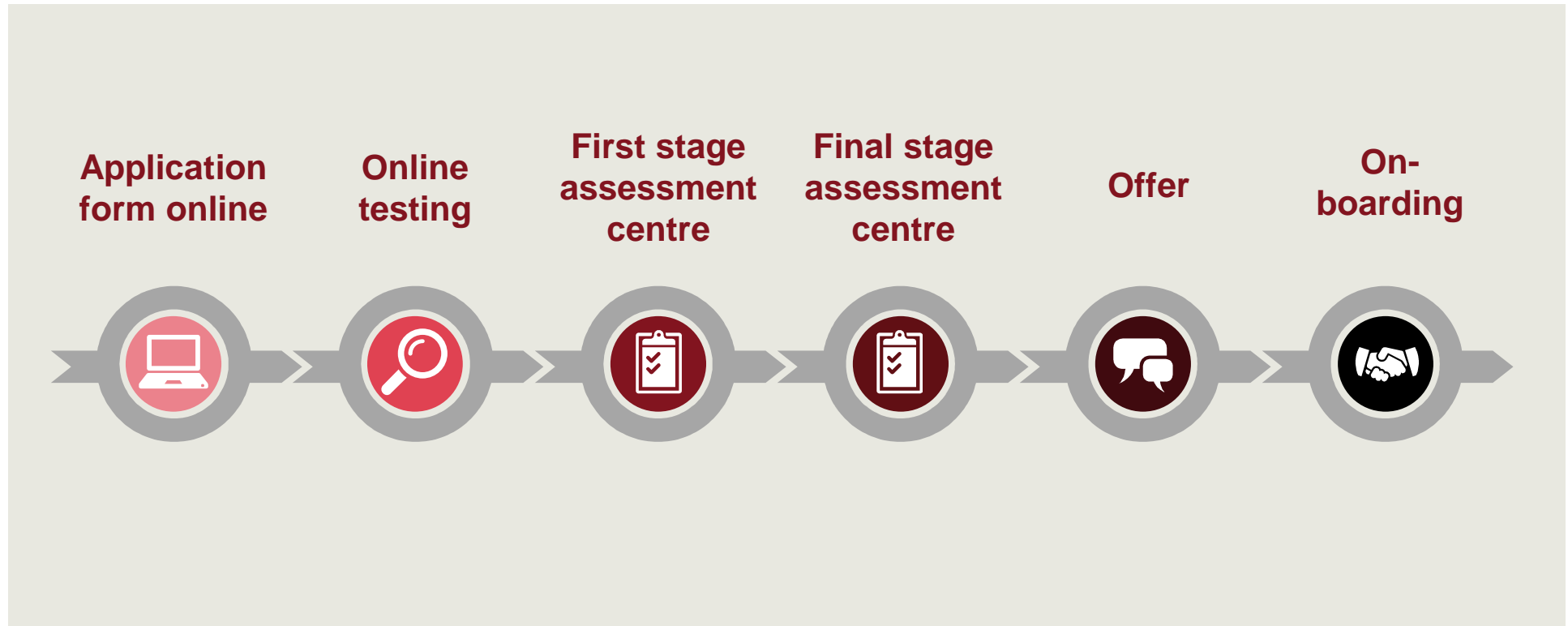


6-12 months placement with the potential to get a full-time job offer at the end

3rd year or graduate



Our recruitment process



Tips for how to approach your CV and cover letter

CV

- **Helps recruiters evaluate and decide who to meet for interviews**
- Full of relevant achievements
- Mention:
 - Academic achievements
 - Work experiences or gap year activities
 - Extra curricular activities (e.g. university societies, charities, events)
 - Foreign languages
- Keep it professional and short. You can always expand on these in the interview
- Remember your CV is a powerful tool to **market YOU**, make sure you make the reader sit up, take note and want to meet you in person

1 page preferable, no more than 2

Cover letter

- **Supplements your CV and is an opportunity to highlight why you are an ideal candidate**
- Way to distinguish yourself and highlight your genuine knowledge and interest in consulting
- Suggested structure:
 - **Intro:** Describe yourself and the position you are applying for
 - **Why me?:** Describe what you bring to the role, and why you want to work in strategy consulting
 - **Why Strategy&:** Tell us why the firm is right for you
 - **Closing statement**
- Capture achievements described in CV

¾ page long with 3-4 paragraphs

Key information

Dates you need to know

Application deadline

- Applications are open until the 1st November

Interviews

- 1st round assessments will take place from 23 Nov to 27 Nov
- 2nd round assessments will take place from 7 Dec to 11 Dec



Where to find out more

[pwc.com/uk/careers/strategyand](https://www.pwc.com/uk/careers/strategyand)

In conclusion...

Acclaimed strategy specialist with a fast growth trajectory

Differentiated
in the
strategy
market



Exciting
projects
with
dynamic
clients



Strong track
record of hiring
graduates and
quick
progression



Collaborative,
welcoming
and friendly
environment



A fantastic place to work!

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We are a global team of practical strategists, committed to helping you seize essential advantage by working alongside you to solve your toughest problems, and capture your greatest opportunities.

This means helping you undertake complicated, risky change. Our heritage of working on clients' toughest problems, combined with the breadth and depth of the PwC network, means that we deliver speed, certainty, and impact.

Whether it's devising a corporate strategy or building capabilities by transforming functions and business units, we'll help you create the value you're looking for.

We are a member of the PwC network of firms in 157 countries with more than 184,000 people committed to delivering quality in assurance, tax, and advisory services. Tell us what matters to you and find out more by visiting us at strategyand.pwc.com

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