



sharma**strategy**group

SharmaStrategyGroup.com

associate at sharma strategy group

Sharma Strategy Group is a strategy and management consulting firm that combines the rigor of a top tier consulting firm with the entrepreneurial environment of a startup. Basically, we're doing the same work as the big names, but we do it with the understanding that you have a life.

We were founded by a Boston Consulting Group alumnus in 2010 and our growing team of thought leaders delivers value through strategic prioritization and collaborative execution. We combine our advanced analytical capabilities with a collaborative working style to create lasting change and sustainable competitive advantages for our clients. Which sounds really serious but we have a lot of fun doing it.

what we do:

Our projects span multiple industries and functional areas including corporate strategy, go-to-market optimization, strategic M&A advisory, pricing & revenue management, sales force effectiveness, operational effectiveness, transformation & change and innovation. In short, we do a lot of big thinking for a lot of big companies.

EXAMPLES OF PAST / ONGOING PROJECTS INCLUDE:

- Develop global portfolio strategy for Fortune 50 Company
- Design world-class finance function at a leading distribution services company
- Create 10 year strategy for non-profit
- Develop strategic business plan to drive growth and share at top CPG by 2020

who we are looking for:

You are an exceptional undergraduate candidate. You have strong analytical skills and a desire to learn and grow in a fast-paced, entrepreneurial environment. You may or may not like working at a desk. That really doesn't matter. We're good either way. And, finally, you're looking to join our team as a fulltime associate.

As an SSG Associate, you will be part of a collaborative team that delivers valuable insights and analytics to help our clients solve their most challenging business issues. Our startup mentality also means that from the start of your career, you will have challenging, meaningful work and the ability to make an immediate impact. Fewer layers and corner offices equals more opportunity.



JOB RESPONSIBILITIES:

- Analyzing, synthesizing and drawing insights from market, industry and client data
- Statistical and financial analysis of client data
- Conducting stakeholders interviews, competitive benchmarking and marketplace research
- Troubleshooting and resolving complex issues
- Preparing impactful presentations that clearly and effectively communicate insights and implications
- Delivering presentations internally and to clients
- Developing and managing project timelines and milestones to meet clients' business needs
- Providing thought leadership to case teams and clients
- Developing and maintaining strong client business relationships
- Involvement in internal SSG activities: recruiting, business development, team building



WORK ENVIRONMENT:

- Fast-paced and intellectually rigorous entrepreneurial environment
- SSG has presence in Texas, New York, Massachusetts, Illinois, California
- Preference for candidates to live in one of SSG markets, but strong candidates may choose to live elsewhere in city of preference
- Travel: 50%



JOB REQUIREMENTS:

- Degree in economics, business, engineering, sciences or similar field
- Strong academic performance: Minimum GPA 3.5
- Familiarity with Microsoft Excel, PowerPoint and Word
- Willingness to travel up to 50% of time

WORK ELIGIBILITY:

- All students welcome to apply, regardless of work eligibility. SSG is happy to sponsor work visas for the right candidates

COMPENSATION:

- At SSG, we believe that compensation should be fair and commensurate with the candidate's experience and talent. Our compensation and benefits packages are comparable with the compensation + benefits packages at top tier consulting firms



KEY COMPETENCIES:

- Superior analytical and problem solving skills
- Entrepreneurial mindset
- Intellectual curiosity
- Effective written and verbal communication
- Ability to work in a fast-paced environment
- Ability to organize, prioritize and manage multiple parallel tasks/projects
- Collaborative, team player
- Strong work ethic