



sharmastrategygroup

SharmaStrategyGroup.com

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, change management, and collaborative execution. We combine our advanced analytical capabilities, including the use of modern data and AI-driven tools, 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.

ASSOCIATE CONSULTANT

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 at top CPG by 2030

WORK ENVIRONMENT:

- Fast-paced and intellectually rigorous entrepreneurial environment
- Flexible within the US, SSG has offices in Texas, Illinois, California and the Northeast
- Travel: <25%

WHO WE ARE LOOKING FOR:

You are an exceptional undergraduate candidate. You bring strong analytical and problem-solving skills along with an interest in driving change and helping organizations implement strategy—not just define it. You have a desire to learn and grow in a fast-paced, entrepreneurial environment and are excited by both strategic thinking and real-world execution.

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 and implement meaningful, lasting change. 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.

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 those at top tier consulting firms

JOB RESPONSIBILITIES:

- Analyzing, synthesizing and drawing insights from market, industry and client data
- Conducting stakeholder interviews, competitive benchmarking and marketplace research
- Leveraging modern analytics and AI-enabled tools to enhance research, analysis, and insight generation
- Supporting change management efforts, including stakeholder alignment, communication, and implementation planning
- 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

KEY COMPETENCIES:

- Superior analytical and problem solving skills
- Experience with or interest in change management and driving organizational impact
- Entrepreneurial mindset
- Intellectual curiosity, including the ability to apply AI, data analytics, and emerging technologies to solve business problems
- Effective written and verbal communication
- Ability to work in a fast-paced environment
- Ability to organize, prioritize and manage multiple parallel tasks
- Collaborative, team player
- Strong work ethic

REQUIREMENTS:

- Degree in economics, business, engineering, data science or similar field
- Strong academic performance: Minimum GPA 3.5
- Proficient in Microsoft Excel, PowerPoint and Word
- Familiarity with data analysis tools and AI platforms (e.g., Python, SQL, or generative AI tools)
- Relevant coursework, projects, or certifications in AI, data science, or analytics are a plus
- Willingness to travel up to 25% of time

WORK ELIGIBILITY:

Applicants must be authorized to work in the United States.



For more information, contact
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