

Tailoring a resume for consulting

Consulting companies are looking for attributes, not consulting experience

A major misconception is that consulting companies recruiting at Tuck are looking for consulting experience on a resume. If this were true, they would be trying to headhunt people who currently work in consulting companies. The reason they come to top business schools is that they know they will find people with the right attributes.

Listen closely to the way the companies list those attributes. They will often mention them in company briefings or put them prominently on their websites.

Looking across companies, these are some of the attributes that are most commonly sought:

- Achievement
- Leadership
- Quant/problem solving skills
- Communications skills
- Entrepreneurial drive

Your resume should show you have the attributes consulting firms are looking for

There are many ways that you can demonstrate that you have the right attributes. The following are things that have been found to work, and that are commonly looked for by recruiters as they scan a resume:

- **Achievement** – High scores (undergrad GPA, GMAT), speedy promotion, awards at school or work, non-work achievement (e.g., completing a marathon)
- **Leadership** – leadership roles at school (class president etc) or work. Could be sports oriented (team leader)
- **Quant/problem solving skills** – could be an undergrad degree with quant aspect or coursework since undergrad, work experience in a quant role, responsibility for managing a budget
- **Communications** – presented to top leaders, clients, large groups, written work has been published
- **Entrepreneurial drive** – making things happen without being asked. Seeing opportunities for improvement and taking the required steps to make change happen.