



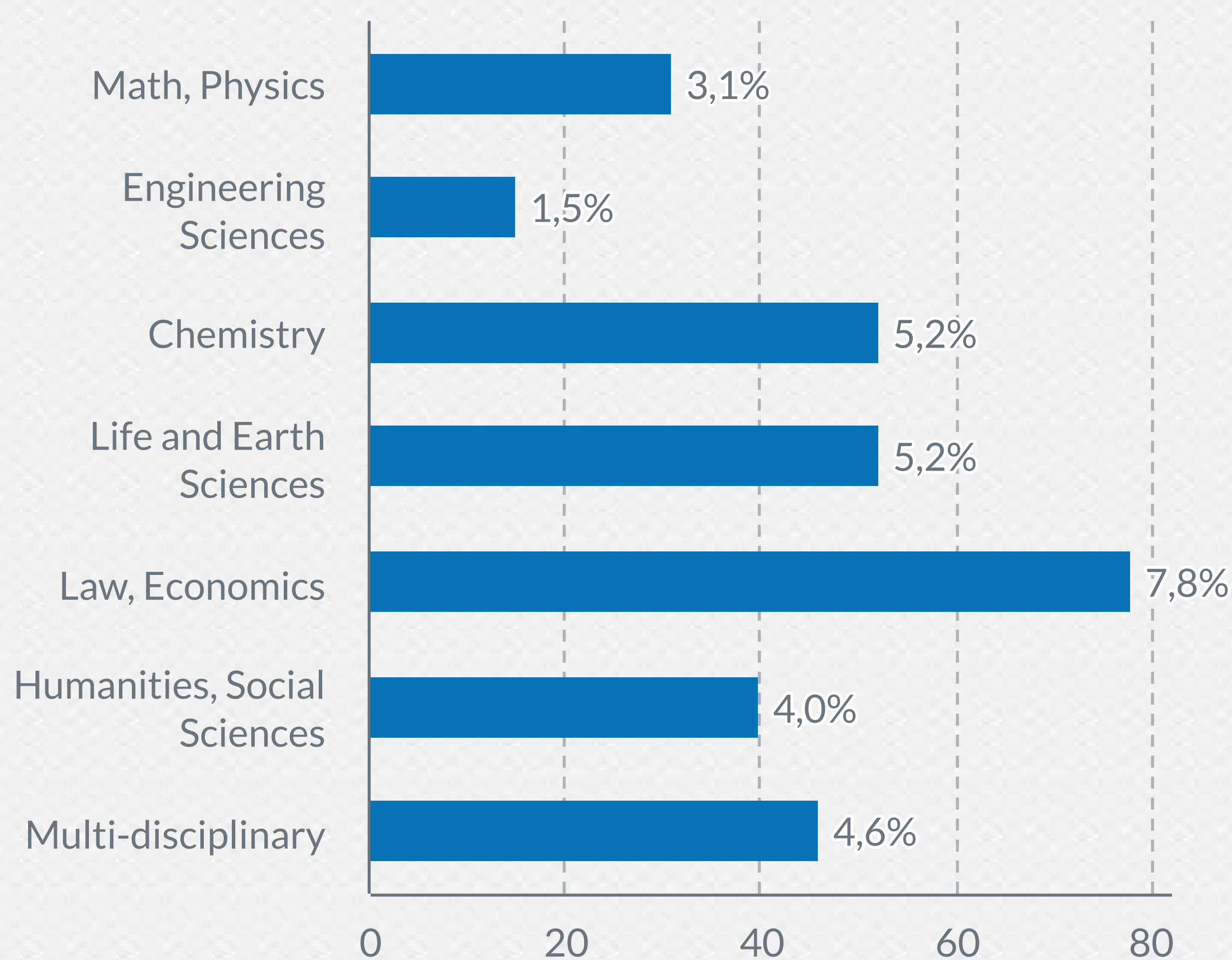
The CAREER project has highlighted the adequacy between the skills developed by PhDs and the skills needed by employers.

PhDs working in consulting use their expertise in support of the various projects for which organization request their assistance.

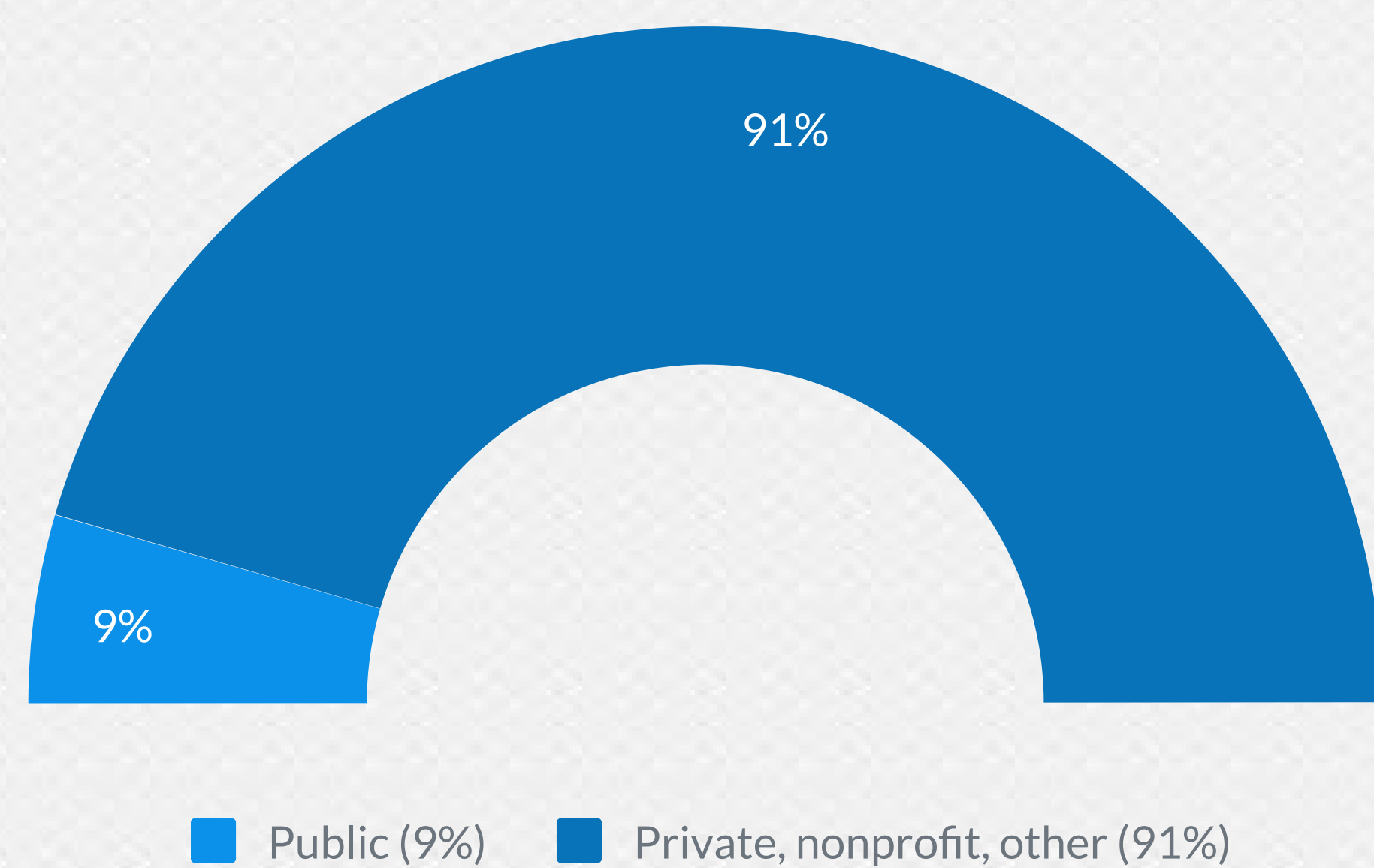
#### Positions mentioned by respondents:

- Strategy consultant
- Marketing consultant
- Economist consultant
- Scientific consultant
- Innovation consultant
- Project manager

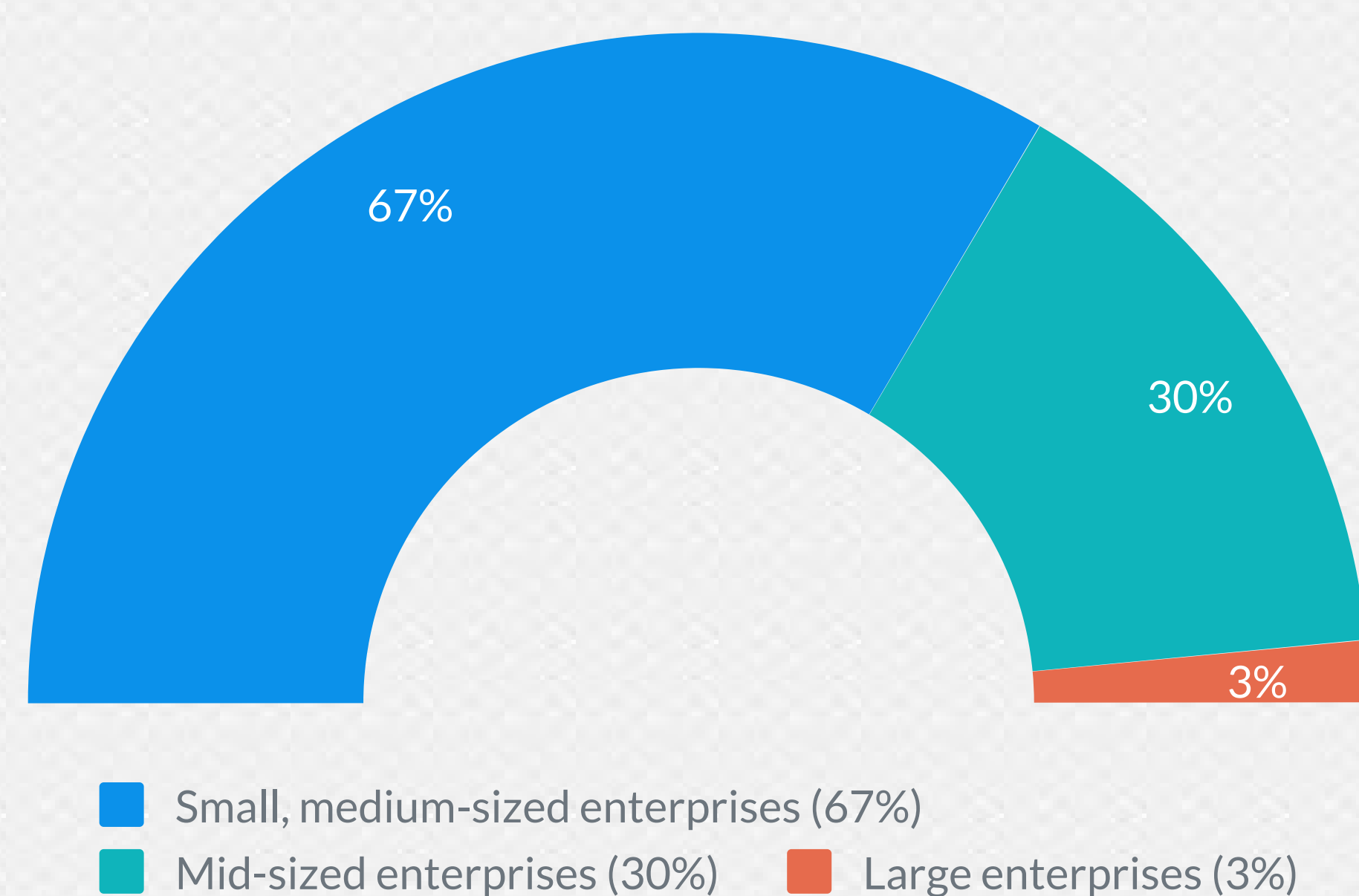
### PhD distribution in consulting by research discipline



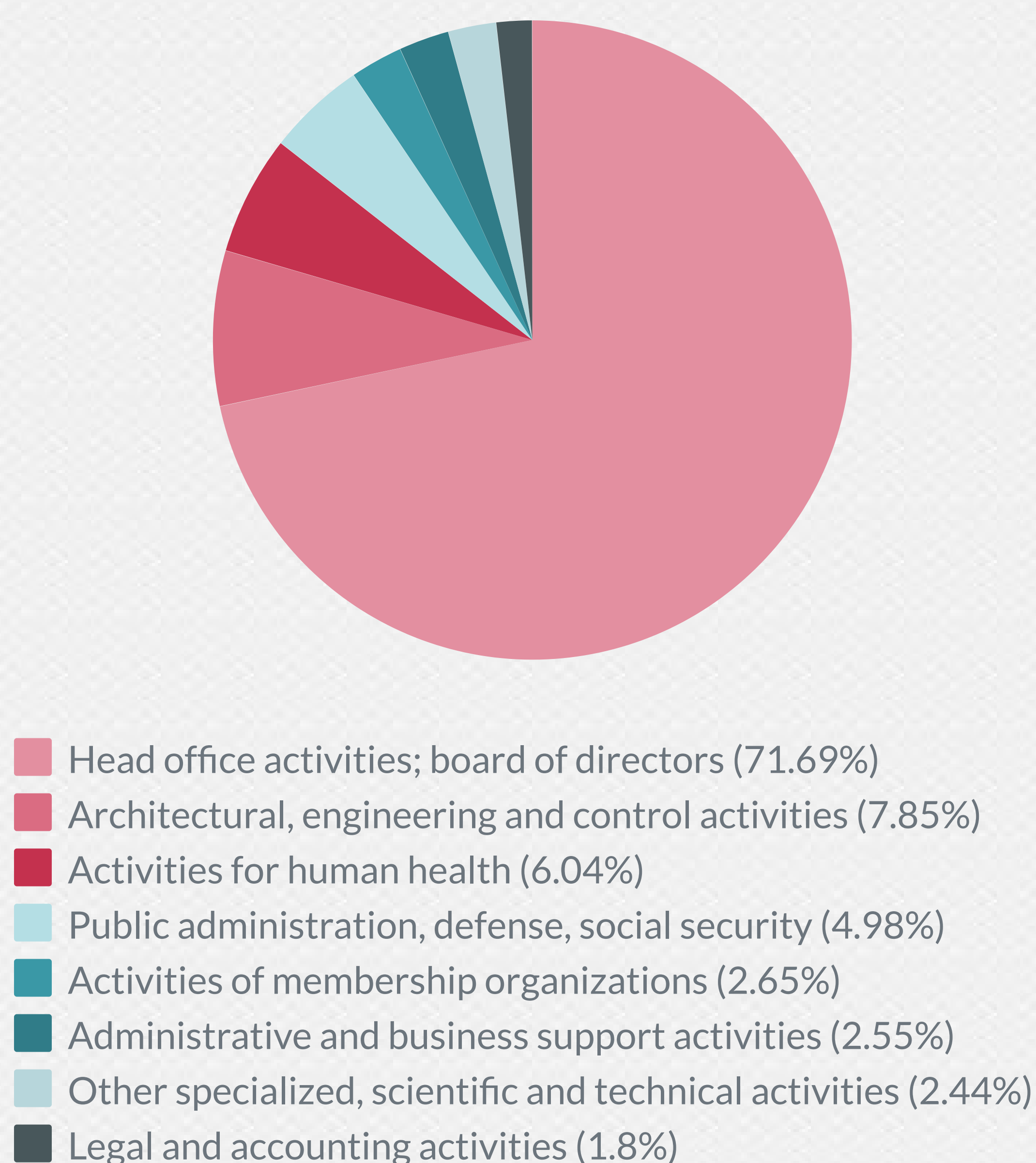
### Organization type



### Organization size (number of employees)



### Sector of activity



### Key competencies







CONSULTING JOBS

**Dr Guillaume Bertloot**  
**STRATEGY CONSULTANT**  
**BCG**

1/ Role and responsibilities

The Boston Consulting Group is a business strategy consulting firm that helps large companies and organizations grow. This covers a wide variety of activities, be it reorganization, integration of new tools, long-term strategic vision, or entry into new markets. The role of the associate within the Boston Consulting Group is to participate in these consulting and support assignments.

This involves researching and analyzing both qualitative and quantitative information to substantiate the key recommendations provided to our partners, as well as thinking about the concrete implementation of these recommendations and how to best communicate them.

Another important aspect of a consultant's job is communication. Indeed, in order to establish a win-win relationship with our partners, the recommendations we make must lead to concrete implementation. This implies an educational and communication effort, and it is essential to the long-term success of the assignments we carry out. Here again, this is an issue that PhDs know well: for their work to have an impact, they must be able to communicate it to the community (in the context of my thesis, and more generally in scientific fields, through conferences and publications), so that the community can adopt and expand on it.

2/ Competencies used

The role of a consulting firm being to assist its clients in the face of major challenges, one of the most important skills is the ability to solve complex problems. This implies identifying difficulties, defining them and breaking them down as best as possible to make the most accurate analysis possible. This key competency can be developed during the thesis: we are faced with a very broad, complex and new problem, which we tackle piece by piece by means of rigorous analysis.

3/ Benefits of a PhD

In a consulting environment that is still inevitably marked by the French culture of the Grandes Écoles, the PhD brings the advantage of having an experience and a perspective that is a little different from the majority (even if the PhD is increasingly recognized, BCG now counts more than 5% PhDs among its consulting team). The doctorate also gives you a good experience of a work mode quite similar to that of strategy consulting: small teams, close collaboration and frequent feedback (daily or almost daily for managers, weekly for Partners) from more senior members.

Mini-CV

- 2009**  
PhD in Liquid Physics – Université Pierre et Marie Curie
- 2010-2010**  
Postdoc at UCLA
- 2011-2011**  
Scientific Mediator – Palais de la découverte
- 2011-**  
Strategy Consultant – BCG (The Boston consulting Group)

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