

## About FSG

FSG is a mission-driven consulting firm. We are experienced advisors to corporate, foundation, and nonprofit/ NGO leaders. Through our combination of customized consulting services, powerful insights, and ground-breaking initiatives, we help clients around the world create a more equitable and sustainable world.

FSG's collaborative approach combines rigorous data analysis with facilitation and a passion for impact. We help companies design social impact strategies that strengthen their businesses, and we help funders and nonprofits develop and evaluate strategies that advance their missions. We've worked with clients such as the Bill & Melinda Gates Foundation, CIFF, Tetra Tech and H&M Foundation to create social impact in education, sanitation, health, economic mobility, community development, and more.

## Senior Consultant (Mumbai, India)

Senior Consultants in FSG's Mumbai office will primarily work in our Inclusive Markets approach area. Our Inclusive Markets approach leverages innovative business models to help provide households with low-income with beneficial products and services and better livelihoods. Projects range from [market-building programs](#) that involve direct engagement with entrepreneurs and households with low-income, to [research projects](#) where we investigate important issues and publish cutting-edge content for a global audience. Over the last few years, our Inclusive Markets team has worked across 35 countries in Asia and Africa. Our expertise spans diverse sectors including health, sanitation, housing, education, and livelihoods.

## Responsibilities:

Senior Consultants are responsible for managing a discrete work stream or module within a broader project. Senior Consultants frequently manage their workstreams with support from one or more Consultants or Associates. Typical Senior Consultant responsibilities include:

- Working with Managing Directors and Associate Directors to develop hypotheses and work plans that address project objectives
- Designing, executing and managing data gathering and analysis to generate robust and compelling insights that address module and the broader project objectives
- Communicating viewpoints and analyses in articulate, compelling, and creative ways
- Helping to build and manage relationships with clients, funders, partners and other external stakeholders
- Contributing to the intellectual capital of the firm and playing an active role in developing FSG's practice in Asia and Africa
- Providing professional development support to Consultants and Associates

## **Requirements:**

### **Education & Experience:**

- A graduate degree (e.g., MBA, PhD, MPP, or MPA) is strongly preferred
- Prior experience in strategy consulting (3+ years) or at a blue-chip corporate (3-4 years) or other relevant experience (e.g., roles that require rigorous research, qualitative and quantitative analysis, and strategic planning) is required
- Experience of managing own work streams is required
- Experience of managing junior colleagues is required
- Strong demonstrated interest in working for (or learning about) social impact is a plus
- Experience of living, studying or working in a developing country - familiarity with India strongly desired
- Academic and/or practical grounding in business strategy, marketing, finance and operations, and related analytical techniques
- Excellent academic credentials for undergraduate coursework and graduate coursework (if applicable)
- Experience considering and/or applying equity and inclusion principles is preferred (e.g. disaggregating data, addressing disparities between populations and/or designing culturally appropriate interview guides, etc.)
- Excellent interpersonal and communication skills, both written and verbal
  - Fluency in English is required
  - Proficiency in Hindi and other Indian languages is a plus
- Proficiency in Excel and PowerPoint is required

### **Personal Qualities:**

- Strongly motivated to tackle the tough challenges of poverty and drive social change
- Able to travel domestically or internationally up to 30% of the time (travel requirements vary considerably by project)
- Able to show initiative, and drive work, with moderate supervision and guidance
- Comfortable working on difficult, complex and ambiguous problems where there may be no definitive 'right answer'
- Capable of working on multiple, overlapping tasks in a fast-paced environment
- Emotionally intelligent - able to collaborate in teamwork settings with colleagues and clients

### **Position:**

This is a full-time position based in FSG's Mumbai office. Salary is competitive for position and sector.

**Recruiting Process:**

In order to apply, you would need to upload a copy of your CV, and a Cover Letter describing your interest in the impact consulting space and FSG. Subsequently, the recruiting process will comprise four eliminatory rounds, which include:

- **An online assessment**, which tests numeracy, critical thinking, and knowledge of basic business concepts
- **Two business case study rounds** and
- **A presentation assessment**

To prepare well for the evaluation process, we encourage you to read up about strategy consulting case interviews online. There are several online resources for case interview preparation. For instance, <http://www.caseinterview.com/ci-prep> contains a good repository of sample case interviews and videos that could help with your preparation. It would also help to practice a few cases on your own before you interview with us.

**Equal Opportunity Employer**

As an equal opportunity employer, we are committed to and value diversity, equity and inclusion.