Build
Something
Great
Build something great

Our founder, Edwin Booz, defined the profession when he established the first management consulting business in 1914.

For nearly a century, we have been working closely with clients on their toughest challenges, helping them make the changes that lead to sustained success. And while that focus remains the same, we are also evolving to keep ahead. We are dedicated to creating and delivering the essential advantage our clients need to survive and thrive in a changing world. Since the launch of Booz & Company, we have added more than 130 new partners, have seen strong traction in the marketplace for our intellectual capital and have expanded our global presence in targeted emerging markets including Russia, India and China.

A career at Booz & Company demands world-class thinking, experience and expertise. You will have the opportunity to work with diverse and engaging colleagues to help prestigious organizations around the world seize their most promising opportunities and solve their most pressing problems. You’ll help clients envision strategies to further their missions and then work side-by-side with them to bring those strategies to life.
What we believe

Essential advantage lies within. A few differentiating capabilities drive identity and success.

We believe passionately that essential advantage lies within and that a few differentiating capabilities drive any organization’s identity and success. We work with our clients to discover and build those capabilities that give them the right to win their chosen markets.

Booz & Company has always been known for its influential global studies and books, and its management magazine, strategy+business. We developed the concepts of human capital in the 1940s, the PERT chart and product life cycle in the 1950s, supply chain management in the 1980s, smart customization in the 1990s, and organizational DNA in the 2000s.

Recent publications by Booz & Company authors include:


Leading Outside the Lines (Jossey-Bass), by Jon Katzenbach and Zia Khan.

The China Strategy (Basic Books), by Edward Tse.


We help our clients achieve essential advantage by working with them to identify and build the differentiating capabilities they need to outperform.
What we do

We work with our clients to identify and build the differentiating capabilities they need to outperform.

Our clients benefit from our experience in a wide array of sectors as well as from our diverse capabilities. Our deep functional expertise provides us with the knowledge to solve our clients’ toughest problems while building their capabilities. Our experience in a broad variety of industries allows us to handle the most profound and urgent challenges of our day.

Deep functional expertise

- Corporate Finance
- Enterprise Strategy
- Digital Business & Technology
- Marketing & Sales
- Mergers & Restructuring Operations
- Organization, Change & Leadership
- Product & Service Innovation

In-depth industry knowledge

- Aerospace & Defense
- Automotive
- Chemicals
- Consumer Products
- Energy & Utilities
- Financial Services
- Government Departments & Ministries
- Health
- Industrials
- Media & Entertainment
- Oil & Gas
- Private Equity
- Retail
- Technology
- Telecommunications
- Transportation
Who we are

*Practical strategists. First in foresight. Collaborative by nature. Committed to our clients’ success.*

Booz & Company works closely with the world’s leading institutions, public and private, to create and deliver essential advantage. We are a firm of practical strategists known for our functional expertise, industry foresight, and “sleeves rolled up” approach to working with our clients.

Other projects have included:

- Helping one of the world’s largest oil companies become a major provider of solar power.
- Running strategic wargames for consortia seeking to combat the spread of HIV/AIDS in rural regions.
- Partnering with a major pharmaceutical company to create a direct-to-pharmacy distribution model that will protect many patients from the threat of counterfeit medicines.
- Developing a strategy for a major consumer-oriented company to revive a 40-year-old brand and successfully relaunch it worldwide.
- Working with a national government to roll out a smart card so that 20 million people could seamlessly access social services.
- Helping major telecommunications service providers migrate from legacy to next-generation networks.
At Booz & Company you will have the opportunity to make an extraordinary impact both at the Firm and on the trajectory of the world’s leading institutions.

**Solve Complex Problems**
You will work with sophisticated, global clients to identify and build the differentiating capabilities they need to outperform.

**Deliver Essential Advantage**
We are down-to-earth, practical strategists known for our functional expertise and industry foresight; we believe a few differentiating capabilities drive identity and success.

**Entrepreneurial Spirit**
We offer unusual potential for people at all levels to contribute to building Booz & Company, where an entrepreneurial spirit exists inside a well-established firm.

We have been involved in some of the most celebrated business episodes of their day. The dawn of the contract system for Hollywood movies, the merger of the National and American football leagues, the rescue of Chrysler Corporation from bankruptcy and the creation of Deutsche Telekom all involved Booz & Company assignments.
Build capabilities

When you join Booz & Company you will work in a close-knit professional community and develop distinctive depth and expertise that will enable you to build capabilities at our clients.

Deep Connections
Our unique approach to consulting creates positive, high-impact relationships with clients—which fosters growth and cultivates clients for life.

Become Famous for Something
At Booz & Company you will develop a unique professional brand that provides powerful value to clients and enables rapid opportunity creation.

Highly Collaborative Approach
We do it with the client, not for the client.
### Booz & Company career ladder

<table>
<thead>
<tr>
<th>Undergraduate/Graduate Entry Point</th>
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<tbody>
<tr>
<td>Consultant/Senior Consultant</td>
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<tr>
<td>- Analyst</td>
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<td>- Researcher</td>
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<tr>
<th>MBA Entry Point</th>
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<tbody>
<tr>
<td>Associate</td>
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<tr>
<td>- Strategist</td>
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<tr>
<td>- Issue &quot;owner&quot;</td>
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<tr>
<td>- Client team manager</td>
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<tr>
<td>- Relationship builder</td>
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<table>
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<tr>
<th>Senior Associate</th>
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<tbody>
<tr>
<td>- Engagement manager</td>
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<tr>
<td>- Owner of day-to-day relationship</td>
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<tr>
<td>- Aligned to industry or functional domain</td>
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<table>
<thead>
<tr>
<th>Principal</th>
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<tbody>
<tr>
<td>- Thought leader</td>
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<tr>
<td>- “Officer in Training”</td>
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<tr>
<td>- Industry or functional expert</td>
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<tr>
<td>- Owner of multiple senior client relationships</td>
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<tr>
<td>- Driver of follow-on business</td>
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<table>
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<tr>
<th>Officer</th>
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<tr>
<td>- Set firm's strategic vision</td>
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<tr>
<td>- Industry or functional visionary</td>
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<tr>
<td>- Owner of client relationships</td>
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<tr>
<td>- Driver of new business</td>
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Build careers

Our people are our greatest asset. At Booz & Company we support people in every role to make a difference and to realize their aspirations within the Firm and beyond.

Exceptional Individuals
We recognize that it takes diverse talents and perspectives to develop the innovative solutions our clients expect. And we believe the most effective teams reflect diverse backgrounds and ideas. We constantly strive to support initiatives around diversity and to tackle the challenges posed in a multinational and multiethnic workforce such as ours.

Inspired Teaming
At Booz & Company we believe that we possess a collaborative spirit that brings out greatness in our people and enables us to bring the “Best of Booz” to the market.

Different Learning
Our teamwork, deep expertise and breadth of client and geographic opportunities provide you with distinctive and unique on-the-job learning each day. This is combined with institutional professional development that includes comprehensive orientations, mentoring and performance coaching and a curriculum tailored to your development needs.

Life After Booz
We serve as a springboard to future career opportunities and a lifelong vibrant community of colleagues.
Booz & Company worldwide offices

Asia
Beijing
Delhi
Hong Kong
Mumbai
Seoul
Shanghai
Taipei
Tokyo

Australia, New Zealand and Southeast Asia
Bangkok
Brisbane
Canberra
Jakarta
Kuala Lumpur
Melbourne
Sydney

Europe
Amsterdam
Berlin
Copenhagen
Düsseldorf
Frankfurt
Helsinki
Istanbul
London
Madrid
Milan
Moscow
Munich
Paris
Rome
Stockholm
Stuttgart
Vienna
Warsaw
Zurich

Middle East
Abu Dhabi
Beirut
Cairo
Doha
Dubai
Riyadh

South America
Buenos Aires
Rio de Janeiro
Santiago
São Paulo

The most recent list of our offices and affiliates, with addresses and telephone numbers, can be found on our web site, booz.com.