



**REDWOOD**  **ADVISORS**

*Helping consumer-facing companies  
maximize profitable growth*



## Goals for today

---

- 1 Offer advice for your transition from college to full-time employment:
  - Advice for your early-stage career
  - Pros and cons to different industries
  
- 2 Provide insight into management consulting and boutique firms:
  - Operations of a management consulting firm
  - Advantages of a boutique firm versus a large consultancy
  
- 3 Provide information and insight into Redwood Advisors:
  - Our values
  - Past clients
  - What we do



## Advice for your early-stage career

---

- 1 Have a bold hypothesis about what your career will look like in the long-term**

*“What would I ideally be doing at age 45?”*

- 2 Pick option(s) that get you closer to your long-term goal**

*“I want to run my own business ultimately so consulting makes the most sense.”*

- 3 Over-index on people and culture**





*“When you are 20-30 years old, you should follow a good boss and join a good company to learn how to do things properly.” – Jack Ma*

- 4 Focus on skill and capability building**

*“Where will I have the opportunity to learn the most and build my skillset?”*

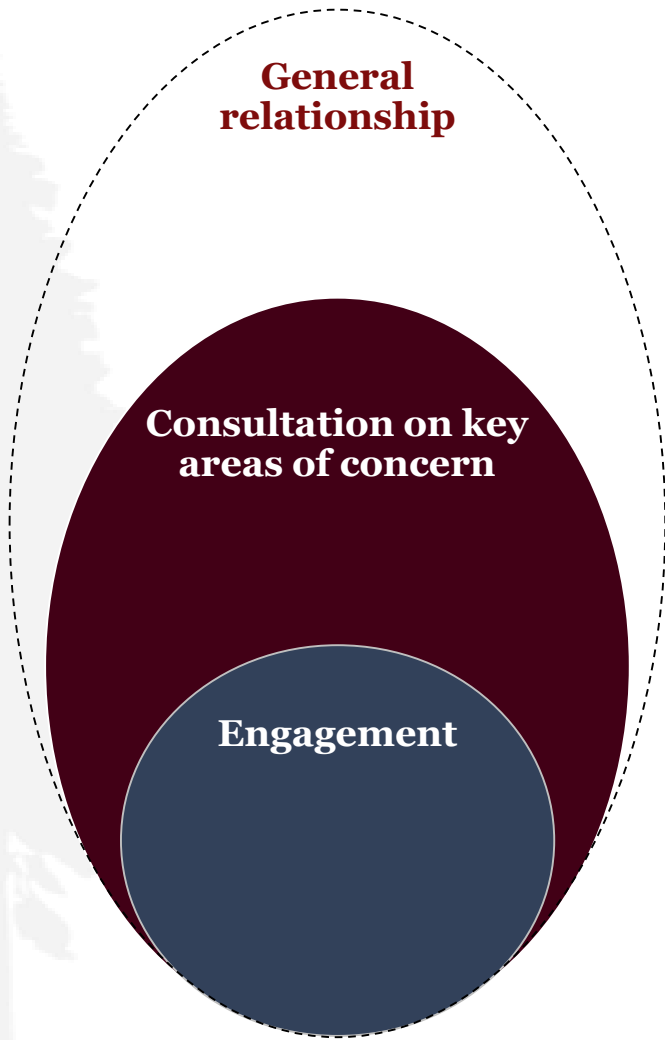


## Comparing different industries

	 Consulting	 Banking	 Tech	 Private Equity
Pros	<ul style="list-style-type: none"> <li>• Diverse industry exposure</li> <li>• Best optionality</li> <li>• Broad skillset</li> <li>• “Think like an executive”</li> </ul>	<ul style="list-style-type: none"> <li>• Diverse industry exposure</li> <li>• Best path to finance opps (PE/VC)</li> <li>• Deep financial skills</li> <li>• Highest base pay</li> </ul>	<ul style="list-style-type: none"> <li>• High dollars per hour of work</li> <li>• High quality of life</li> <li>• Smart, capable peers</li> <li>• Depth of expertise</li> </ul>	<ul style="list-style-type: none"> <li>• Early entry into a lucrative space</li> <li>• Exciting work and opportunities</li> <li>• Often high pay</li> </ul>
Cons	<ul style="list-style-type: none"> <li>• Long hours (~60)</li> <li>• Travel can wear you down</li> <li>• Often limited depth of expertise</li> </ul>	<ul style="list-style-type: none"> <li>• Longest hours (80-100+)</li> <li>• Limited internal career growth</li> <li>• Narrower skillset</li> </ul>	<ul style="list-style-type: none"> <li>• Unclear career trajectory</li> <li>• Lack of transferable skills to other industries</li> </ul>	<ul style="list-style-type: none"> <li>• Long hours (60-80)</li> <li>• Relatively narrow skillset</li> <li>• Limited “operating” opportunities</li> <li>• Few entry-level roles</li> </ul>
Why select	<ul style="list-style-type: none"> <li>• Long-term interest in corporate strategy / management</li> <li>• Build diverse, broad skill base with best optionality</li> </ul>	<ul style="list-style-type: none"> <li>• Long-term interest in finance</li> <li>• Interest in PE / VC</li> <li>• Near-term payoff</li> </ul>	<ul style="list-style-type: none"> <li>• Long-term interest in tech</li> <li>• Want to take corporate path</li> <li>• Quality of life greatest concern</li> </ul>	<ul style="list-style-type: none"> <li>• Long-term interest in PE</li> <li>• Belief you can get into a good firm</li> </ul>



## How the management consulting model works



### Description

Build a relationship with an organization through a personal relationship, previous case, conference, thought leadership (e.g., industry reports), etc.

Meet with key decision makers to discuss ongoing areas of concern (e.g., growth prospects, organizational issues)

Intensive, focused effort to solve a specific problem with the client, leveraging firm resources

### Objective

**Mutual awareness and interest**

Subsequent stages in the relationship (e.g., a project) require respect and knowledge

**Trust-based advisor role**

Most cases come out of trust-based, personal, advisor relationships we form with clients

**High-impact experience**

Ability to generate distinctive impact defines reputation and realization of long-term success



## Why boutique consulting

---

### Pros

#### Boutique firm

---

- Immediate responsibilities and exposure
- Greater impact on business outcomes (e.g., engagements, business dev.)
- Build deeper personal relationships
- Flatter organizational structure

### Cons

- Smaller network
- Often not working with most prestigious clients (e.g., Fortune 500)
- Lower safety net

#### Large consultancy

---

- Prestige & name recognition
- Large network of employees and alumni
- Broad opportunities across industries and project types
- Great internal training programs

- Less entrepreneurial
- Easy to be overwhelmed by firm size
- Can be overlooked and left unstaffed for long periods of time
- Clients are often farther away



## Who we are: Team overview

---



**John Nantz** has delivered more than 40 consulting projects focused exclusively on strategy, organization and digital topics while working as a management consultant over the last 8 years. John earned a BA with distinction in Economics and an MS in Management Science and Engineering from Stanford University. John started his career at McKinsey & Company's San Francisco office.



**Trevor Schauer** is a Business Analyst at Redwood Advisors. Trevor graduated summa cum laude from the University of Oklahoma with a BBA in Finance and Risk Management, where he was heavily involved in campus activities and helped lead the business school's recruitment efforts. He previously worked in the finance department at Warwick Energy Group, an oil and gas private equity firm.



**Mohamed Elmalik** is a Business Analyst at Redwood Advisors. Mohamed earned a BA in Economics from Stanford University, where he was elected to serve on the Undergraduate Senate. He joined the firm full time in 2017 after interning at Redwood Advisors in the summer of 2016. Prior to his time at RWA, he worked for the capital management branch of Qatar National Bank, the largest bank in Qatar.



**Jared Sarnoff** is a Business Analyst at Redwood Advisors. Jared graduated with highest distinction from the University of North Carolina at Chapel Hill with a BS in Business Administration and a second major in Public Policy. He previously worked with the government and regulatory affairs team at PwC and as a summer analyst at Huron Consulting.



## Who we are: Firm values

---



**Do great work** that leads to distinctively better results for our clients and their customers

*We take pride in the high quality work we do and the results we drive*



**Live awesome lives:** we set quarterly goals to lead awesome lives and go out of our way to help each other achieve those goals

*We maintain work-life balance to increase happiness and productivity*



**Grow and develop,** personally and professionally, taking advantage of opportunities to grow as individuals and sharpen our professional skillsets

*We make sure that each team member is constantly developing*





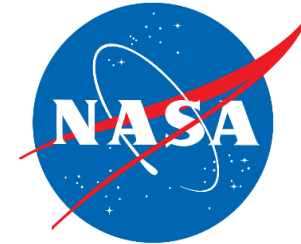
## Who we have worked with: Past clients

Redwood Advisors has served numerous institutions in the private, public, & social sectors

### Directly served:



Acelity™



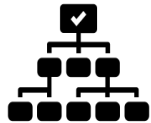
## Redwood Advisors delivers projects in three areas

---



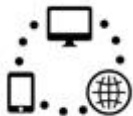
### **Strategy:** Maximizing Profitable Growth

We help companies grow faster and more profitably with a customized, end-to-end approach from Market Diagnostics to Growth Strategy to Core Strategic Planning.



### **Organization:** Delivering Organizational Excellence

We help deliver organizational excellence across six key dimensions for our clients to more effectively and efficiently accomplish their goals.



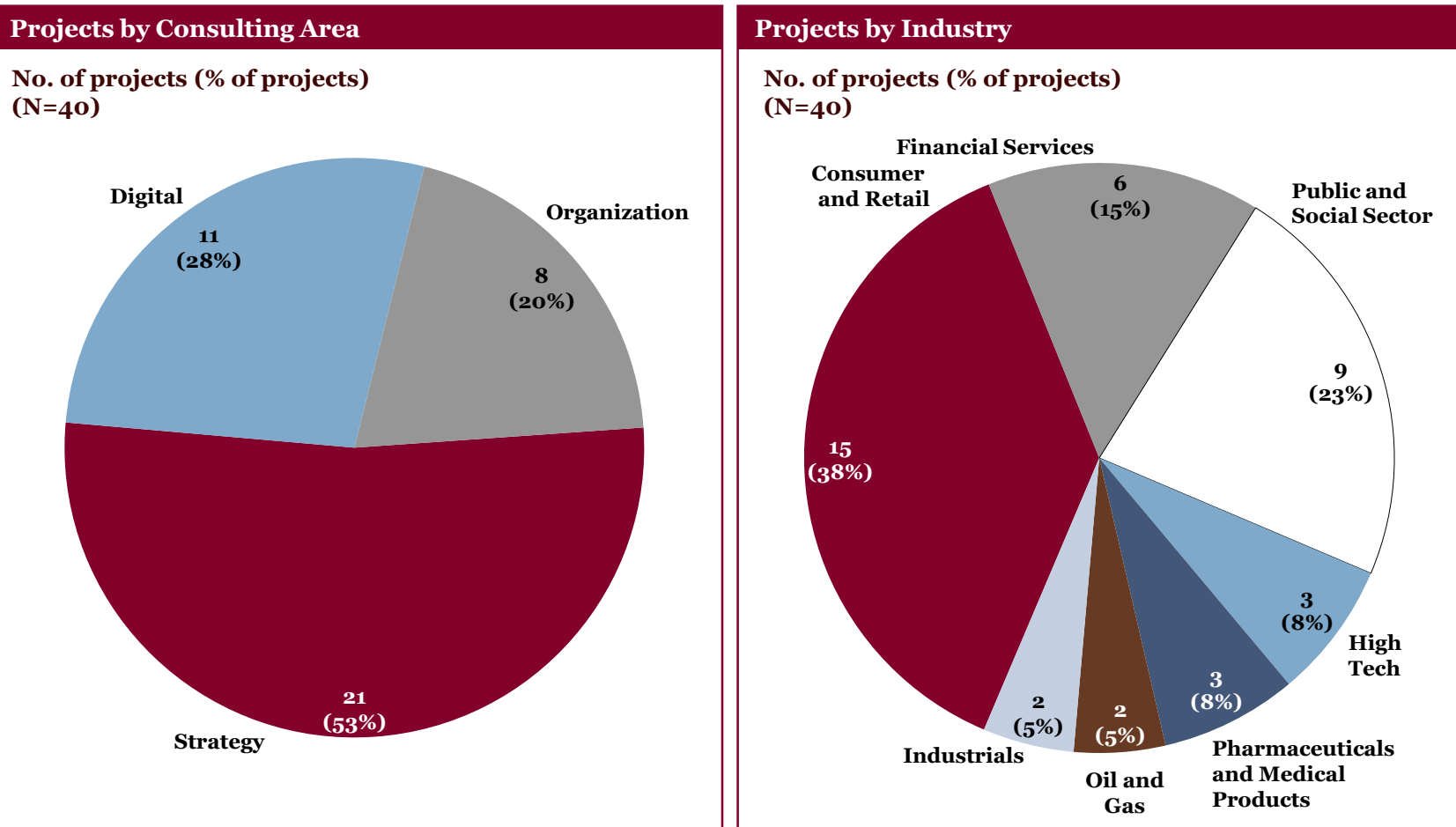
### **Digital:** Unlocking Digital Potential

We help organizations unlock their digital potential at the strategic, ecosystem and product level for our clients to better serve their customers and create new business models.



## Who we have worked with: Project breakdown

Redwood Advisors delivers strategic, organizational and digital consulting projects to executives and leaders at large and mid-size companies and organizations across numerous industries







**REDWOOD**  **ADVISORS**