

Associate/Senior Associate Role Description

Firm Overview

Headquartered in New York City, Gotham Consulting Partners is a leading private equity advisory firm with a 20+-year track record of rapid value creation for private equity firms and their portfolio companies. We perform robust fact-based customer & market and operational due diligence, craft pragmatic and actionable growth strategies, identify operations improvement opportunities, execute changes that maximize financial benefits. Within tight timeframes and through our differentiating mix of superior analytics, strategic, operations, and financial expertise, and establish compelling growth story ahead of exit, Gotham delivers tailored solutions that allow our clients to rapidly confirm, reach, and often exceed their top-line growth and margin improvement objectives and help ensure successful exit.

All Gotham team members work closely with leading private equity firms and senior executives while gaining strong hands-on consulting experience in an entrepreneurial setting. The work we do requires team members who are: passionate about raising the bar on what is possible; focused on doing whatever it takes to help clients succeed; critical thinkers and strong communicators who thrive in challenging, fast-paced, and exciting situations; and seeking to make a valuable imprint both inside Gotham and at the client.

Role Description

On a typical client engagement, Associates work in a team consisting of a partner, a vice president, senior operating executives, other associates, and analysts, as well as client resources, and lead a study module. Responsibilities include:

- Contributing to identification of core issues to address study objectives, construction of issue trees, and development of associated team work plans
- Collecting, synthesizing, and analyzing data, including primary and secondary research
- Providing a robust assessment of market opportunities and risks
- Modeling hypothetical solutions, testing alternative scenarios, and developing fact-based actionable recommendations
- Developing factual and compelling message-driven written documents/client deliverables
- Assisting in client presentations and contributing to constructive dialogue around insights and proposed solutions
- Building high-quality relationships with private equity and portfolio company client team members
- Providing actionable guidance to junior members of the team
- Contributing to the growth of Gotham Consulting Partners via: knowledge and methodology sharing; case study, proposal, and other marketing collateral assistance; and recruiting.

Gotham does not follow a prescribed timeline for career advancement recognizing the unique contributions and development pace of each individual. Rather, we use a 360-degree evaluation process, along with ongoing feedback, to gauge readiness to accept broader roles. When associates are ready and willing to accept higher levels of responsibility, they are given such responsibilities.

Desired Qualifications/Experience/Skills

At Gotham, our people are our single most important asset. Ours is a culture of excellence, and we gain great satisfaction from working together and with our client counterparts. Our firm comprises exceptional people from varied backgrounds and with unexpected interests and remarkable lives. People who succeed at Gotham are diverse yet share as core traits integrity, ownership/accountability, self-confidence, resourcefulness, energy, passion for learning and career advancement, and a “getting things done” attitude.

The ideal candidate meets the following requirements, with the higher end of experience ranges applicable to Senior Associates:

- BS/BA in engineering, economics, or a similar quantitative field from a top-tier institution and MBA from a top-tier business school
- 3-6 years of experience in a top-tier strategy consulting firm with the focus on one or more of the following industries: industrials, business services, energy, consumer & retail, and healthcare; due diligence experience a plus
- Solid understanding of business concepts: market, financial, operational, and organizational
- Significant primary research experience, including developing questionnaires and online surveys, and conducting unsolicited interviews to gain firsthand insights into market and competitive dynamics
- Analytically oriented with experience building bottom-up market sizing models for niche markets
- Solid verbal and written communication skills; ability to communicate and work effectively with all levels of Gotham and with private equity firm and portfolio company staff
- Strategic thinker and attention to detail; experience solving problems in a structured manner using an “80/20” approach
- Results-oriented and client-focused, with ability to perform in compressed timeframes and data-poor situations
- Passionate, high-energy, self-starting entrepreneurial mindset.

The compensation range for the Associate/Senior Associate role is: \$145,000 - \$215,000 base salary + performance-based bonus + 401(k) retirement plan contributions + discretionary profit-sharing contributions + benefits.

For more information, including case studies illustrating Gotham Consulting Partners' client engagements, please visit www.gcpny.com. Gotham Consulting Partners is an equal opportunity employer. Should you feel you would be a good fit with Gotham and meet our qualifications, please send your resume to resumes@gcpny.com.