

## A Day In The Life - Associate

### Team role

As an Associate I am responsible for managing streams within case teams to solve problems that inevitably relate back to client profitability. To date, my time at Seabury has been predominantly spent assisting clients in the negotiation of maintenance outsourcing contracts.

### Getting Started

My day effectively started last night when I checked in at Heathrow for overnight shuttle to the client's home-base. The bi-weekly commute isn't too taxing because of the negligible difference in time-zones and I've built a decent routine to get a fair night's rest. However, last night's trip certainly didn't go according to its predetermined schedule – I awoke at some point during the flight when the person in the adjacent seat spilled his red wine all over me! Thankfully, there was enough time between landing and the day's key client meeting for me to sneak into the hotel and have a lightning-fast freshening up session.

Unfortunately, it meant that I wasn't able to make the last minute adjustments to the presentation. Thankfully, I'd managed to get most of the preparation done before I hopped onto the flight and a colleague did a sterling job in ensuring all the logistical gremlins were ironed out before the audience joined us. I love the thrill of standing up in front of client executive teams and trying to distil week's worth of analysis into a few succinct recommendations. This morning's meeting was no different. In all, it was relatively uneventful, but did throw up a number of new angles for us to explore and thus adjust our team's approach.

### Mid-day

I sit down with the two other members of our team (a client resource and a Seabury Senior Analyst) to outline our adjusted objectives and re-plan what needs to be done over the next 72 hours. We constantly seem to be working to very tight deadlines on this case but it's the nature of the game. We always need to structure our efforts so that they are flexible even if the macro-drivers of our environment change. I manage to squeeze in some lunch with a colleague who is running a case-team closely aligned to mine and we share ideas to ensure alignment between the teams.

### Afternoon

Immediately after lunch I spend some time e-mailing our key stakeholder, outlining how the analysis will be adjusted to reflect the outcome of the morning's meeting. I spend some time ensuring that the opening sentence grabs the stakeholder's attention – he has a lot on his plate and generally won't read beyond the first twenty words if they don't appear critical. I generally err on the side of verbosity, so brevity is something I need to focus attention on.

The balance of the afternoon is spent assisting a team member with a piece of analysis founded on data that requires extensive "scrubbing." It's taken a significant degree of perseverance but we've just about crested the "hill of inertia" and should hopefully build momentum in the coming days. There is a hard deadline in a fortnight's time, as this is a critical step before other tasks can be completed.

### Late Afternoon

I hop onto a call with an Associate who has just started working on a case with similarities to my present engagement and we spend a good 45 minutes working through key focus areas and knowledge gained during the first phase of the case. When I joined Seabury, I was amazed at how far people were prepared to go to help me out and it's something that I have tried to perpetuate. This intimacy is certainly key benefit of working in a smaller firm, but it requires substantial personal effort and discipline. I knock off around 6:30 pm and stroll back to the hotel (one of the few commutes that doesn't require a car).

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### **Evening**

After a team dinner in the hotel dining room, the evening is divided between developing a case study so that I can interview prospective hires and marveling at the wonders of Skype. With this convenient tool, I am able have an animated conversation with my fiancé in London about our upcoming nuptials. However, drowsiness soon closes in and I welcome the embrace of sleep, comforted in the knowledge that I won't have to contend with red wine spills tonight!