

## A Day In The Life - Senior Associate

### Team role

As a Senior Associate I am responsible for managing case teams to solve problems or improve profitability for our clients. For the past several months, I've worked on a variety of profit improvement projects for a major airline, covering Airports, In-Flight Service, Lounges, Catering and Maintenance. Currently, I'm leading a small case team evaluating growth opportunities for the Catering business (in-flight meals).

### Getting Started

I am typically working on one client project at a time, plus playing an active role in our recruiting efforts. I arrive into our office at the client site around 8.30am and review my emails. I spend some time preparing for the meetings and activities for the day. This morning, one of the Senior Analysts I'm managing gives me an update on the financial model he is building. We go through his approach and assumptions and I provide some guidance and reality checking of the results.

### Mid-day

Next, I'm back to my desk to finish an update presentation for the Head of Catering. I tend to meet him every week to run through the latest findings and get his input. Today's presentation is 10 slides long and almost finished. I've got a few hours before the meeting to pull together all of the latest insights from the project. I also check back with the work plan I created at the start of the project and make sure we're still on track. At lunchtime, I step out for half an hour to get a sandwich with some of my Seabury colleagues and discuss plans for the weekend. There are 12 consultants located where I am currently staffed abroad and we tend to socialize a lot in the evenings and weekends.

### Afternoon

After lunch, I'm back to my desk to complete the update presentation. At 2pm, I print out the slide deck and spend an hour running through it with the Head of Catering. He's very happy with the analysis completed so far, although he is surprised at our findings. He has a large number of follow-up requests, which I note down during the meeting and then recap at the end so we can prioritize these for the next week. We have a very good relationship and spend about a third of the meeting sharing travel stories!

### Late Afternoon

I return to my desk and prepare an update for the Senior Vice President at Seabury who is overseeing the project. I manage to get 15 minutes with him and update him on my recent client meeting, as well as explain the project team's activities for the rest of the week. He recommends that we push hard on testing the client's remaining concerns so that we have enough time to wrap up the project by next week and lock in a date for the final presentation.

After arranging a time for the final presentation, I head over to a meeting room to conduct an hour-long telephone interview with a potential recruit, who does well. The day has flown by and after the interview, I get ready to leave the office. I leave the office at 6.30pm today, which is a pretty normal time for us to finish, and head to the gym...