



# EndEx

## Resettlement tips

### The path to a consultancy interview

[learn.honeycombps.co.uk](https://learn.honeycombps.co.uk)

*Understand consulting  
Prepare to apply  
Build your confidence*

# We're here to help

Leaving the military is a big decision – and committing to your next step is even bigger!

**If you're interested in what consulting could offer you then we're here to help.** We created the EndEx courses and free webinars for you. We help you learn about the consulting industry, make a killer application, and build your confidence

**This guide provides an overview of the journey to a consulting interview,** which requires planning, research, network development and a killer CV.

**[Click here to learn more about EndEx](#)**

*- don't forget to connect with us on LinkedIn!*



**Colin Mann**



**Deri Hughes**



## Consultancies hire motivated, proactive people who understand and contribute to their target sectors & industries.

Preparation can ensure you fit this profile!



### Research

- Know the sector
- Know the issues



### Engagement

- Identify groups & leaders
- Engage on social media



### Contribution

- Find a way to add to the discussion

## Consulting firms are always recruiting... they just might not be advertising.

The challenge is getting in front of the firm – waiting for and applying to a posted role is often the worst option.



*Direct applications, without any prior contact or association with the firm, have extremely low success rates.*

*So how do you avoid the direct application death-trap??*

### *Networking Approach*

- Find a way in – an introduction.
- Make the most of any introduction – be highly prepared to lead the conversation and propose next steps.

### *Speculative Approach*

- Target an individual in the firm
- Demonstrate your knowledge and value to stimulate an introductory meeting.

# Your CV will be reviewed in 30 seconds, if you're lucky!



- 2 pages max; but assume **1<sup>st</sup> page** only will be read.
- Avoid military jargon, **tailor** to the role and make it easy to read
- Focus on the **outcomes** of your work
- Evidence your **consultancy skills**
- Evidence **trust, proactivity and self-leadership**

Good networking and speculative approaches are designed to take the pressure off the CV review and bypass early review stages.

# EndEx Courses

We cover a LOT more detail on this topic in Module 5 of EndEx as the starting point of our Military Leaver to Consultant course.

We created our courses to help Service Leavers:

- **Build confidence** (do you know why your military skills are so valued by consulting firms?)
- **Bypass the "CV Screen" deathtrap** which will kill your application within 5 minutes of someone looking at it
- **Understand how consulting firms will interview you**, and how to prepare so well that you're able to ace your interviews with real confidence
- **Hit the ground running from day one** in your new job

[Click here for free consulting tips](#)

[Click here to see our courses](#)

Questions?

[Deri.Hughes@honeycombps.co.uk](mailto:Deri.Hughes@honeycombps.co.uk)

[Colin.Mann@honeycombps.co.uk](mailto:Colin.Mann@honeycombps.co.uk)