Management Consultant

Management consultants analyse the way businesses and organisations are run. They work out procedures to improve efficiency, and look at how best to manage all the resources, including staff.

The Work

You could be:

- looking at how resources are managed including staff, raw materials, buildings, equipment and IT
- giving advice on the budgets of the company
- interviewing staff and management to get an understanding of the company
- analysing tasks and processes by observation
- using computer modelling to assist with analysis
- identifying improvements and making recommendations for implementation
- testing different ways of putting improved procedures into effect
- writing and presenting reports on your recommendations to senior managers
- managing projects and teams.

Pay

The figures below are only a guide. Actual pay rates may vary, depending on:

- where you work
- the size of company or organisation you work for
- the demand for the job.

Starting salaries for management consultants in the UK tend to be in the range £25,000 to £30,000 a year. With experience, this can rise to between £50,000 and £80,000 a year or more. Other benefits include private healthcare and a pension scheme.

Conditions

- You would usually work office hours, Monday to Friday, but work overtime to meet project deadlines or requirements.
- Depending on the job you may sometimes need to work shifts and overtime.
- You would have to travel to other business premises.
- You might have to spend occasional nights away from home.
- The work can be stressful, as you might have to make unpopular decisions.

Getting In

- Many entrants have previous experience in industry or commerce or in a specialist area such as computing, engineering or finance.
- Many entrants have an HND (SCQF Level 8) or a degree (SCQF Level 9-10). Most degrees are acceptable,

but subjects such as business studies, computer studies, economics, engineering, finance, operational research, mathematics and statistics may be particularly useful.

- Entry requirements for a degree are usually 4-5 Highers, and for an HND 1-2 Highers.
- You need good maths and IT skills.
- This is often a second career.

You could work in a variety of organisations including commercial offices, health centres, manufacturing industry, power or water companies, transport organisations, wholesale and retail firms, universities and local and central government departments. Job vacancies are advertised in Management Services, the journal of the Institute of Management Services.

What Does It Take

You need to be:

- able to absorb and analyse information and assess situations
- observant
- well organised and methodical
- good with numbers
- able to make difficult decisions
- able to solve problems
- confident and able to take criticism
- able to work under pressure.

You should have:

- excellent communication skills
- good presentation and negotiating skills
- sound judgement
- a logical approach.

Training

- You would train on the job, supervised by an experienced colleague.
- You could study part time or by distance learning for the professional Certificate from the Institute of Management Services (IMS).
- The Institute of Consulting (IC) also offers the Level 5 qualification in Professional Consulting, after which you can progress to the Level 7 Award, Certificate or Diploma.
- In some cases, you may also be able to study for other relevant qualifications, such as SVQs at SCQF Levels 8 to 11 or for the postgraduate course of Master of Business Administration (MBA).
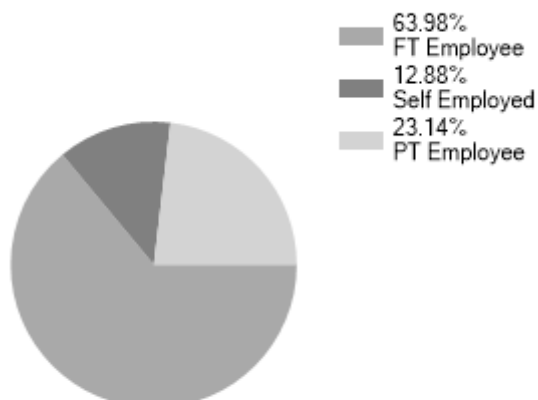
Getting On

- Promotion prospects can depend on the nature and size of the organisation you work for.
- You could be promoted to senior officer, team leader or head of department.
- You might be able to move into general management.

- After suitable experience it may be possible to become a self-employed consultant.
- There can be opportunities to work abroad.

Contacts

Statistics

Employment Status UK %

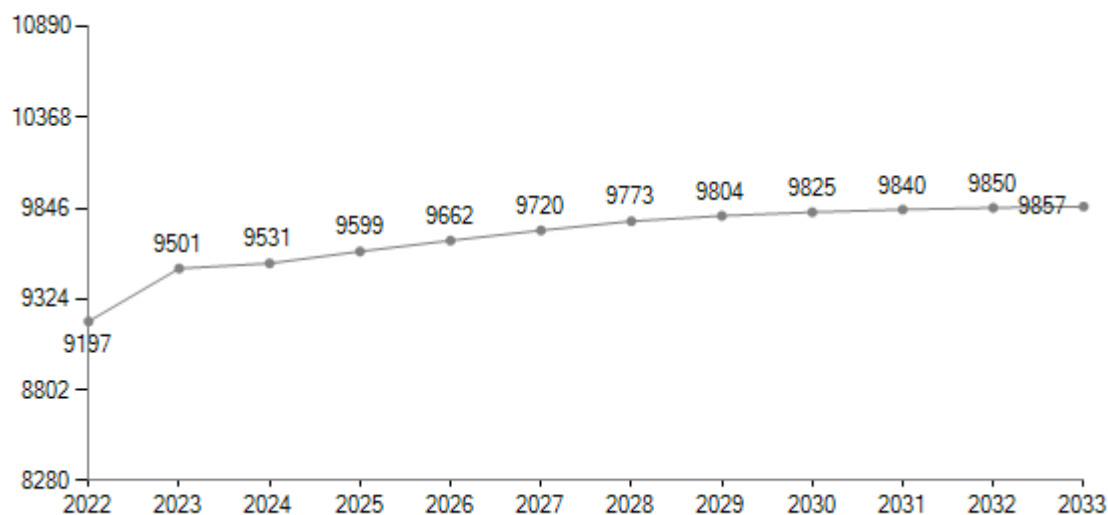63.98%
FT Employee
12.88%
Self Employed
23.14%
PT Employee

Past Unemployment - Scotland

No Claimant statistics available for Scotland.

LMI data powered by LMI for All

Predicted Employment in Scotland

9197, 9501, 9531, 9599, 9662, 9720, 9773, 9804, 9825, 9840, 9850, 9857

LMI data powered by Lightcast