



PROFESSIONAL CONSULTING SERVICES

MADRID BARCELONA BILBAO CORUÑA MÁLAGA LONDON FRANKFURT OXFORD WYEN PARIS AMSTERDAM COPENHAGEN OSLO STOCKHOLM WARSZAWA WROCLAW ZÜRICH
MILANO ROMA BOLOGNA LISBONA DUBLING ABU DHABI ISTANBUL JOHANNESBURG SYDNEY TORONTO NEW YORK NEW JERSEY BOSTON PITTSBURGH ATLANTA BIRMINGHAM HOUSTON
MIAMI SJ DE PUERTO RICO SAN JOSÉ CIUDAD DE MÉXICO MONTERREY QUERÉTARO AMBELLIN BOGOTÁ QUITO SÃO PAULO RIO DE JANEIRO LIMA SANTIAGO DE CHILE BUENOS AIRES



MAKING THINGS HAPPEN

Management Solutions is an **international consulting firm** whose core mission is to deliver business, risk, financial, organisational and process-related advisory services, targeting both functional aspects and the implementation of related technologies. We currently have a multidisciplinary team (functional, mathematical, technical and systems integration) of **4,000 professionals**.

Management Solutions stands out for its high level of industry and functional specialisation. Our consultants have the opportunity to develop personally and professionally through a broad range of competencies characterised by their strategic relevance and constant innovation.

Areas of expertise

Industries

*Financial Institutions and
Insurance Companies*

Energy

Telecommunications

Distribution

Technology

Other sectors¹

Services

Strategy and sustainability (ESG)

Sales and marketing management

Risk management & control

Management & financial information

*Transformation: organisation &
processes*

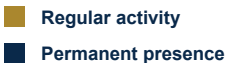
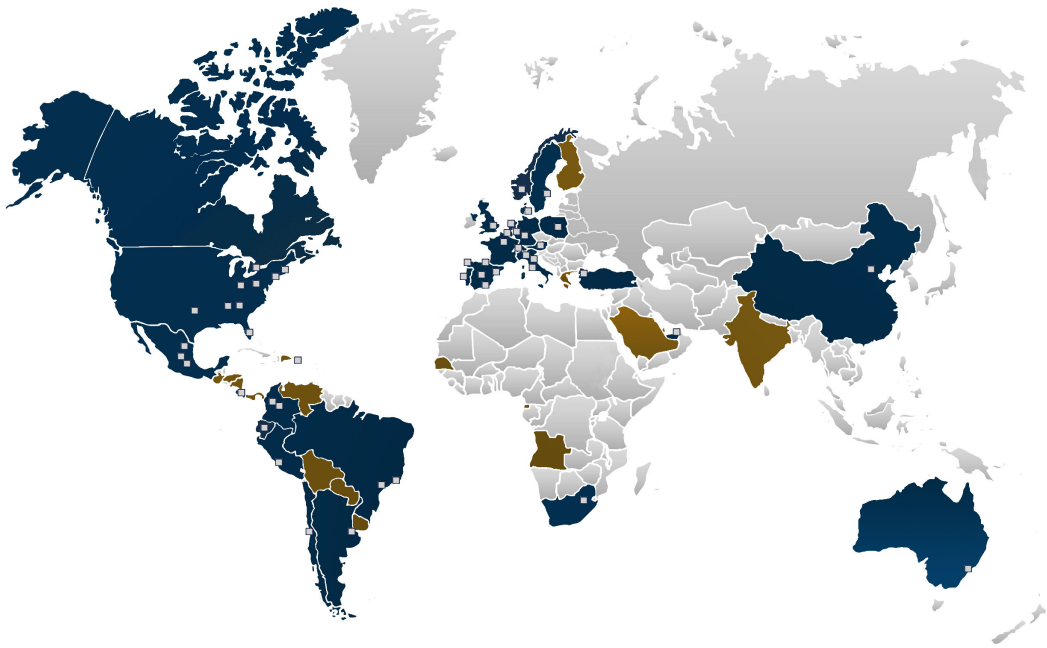
*New technologies and Artificial
Intelligence*

¹ Manufacturing, Pharmaceutical industry, Logistics and transportation, Tourism, Professional services, Education industry, Construction and infrastructure, Government

We are a leading business consulting firm for regulated industries, with a presence in more than 50 countries

MANAGEMENT SOLUTIONS WORLD-WIDE

We operate through **50 offices**, 22 in Europe, 23 in the Americas and 3 in Asia, 1 in Africa and 1 in Oceania, from where we regularly serve clients that operate in **more than 50 countries** on all continents.





FOCUS ON THE CLIENT

At Management Solutions we feel our clients' challenges as if they were our own and facilitate them the best path towards successfully meeting these challenges.

We work for multinationals of an American or European origin, local entities, and national or regional confederations, all **leading institutions** in their respective markets.

In addition, we have continued to strengthen our relationship model with **regulators** (central banks, international organisations, national regulators and supervisors, etc.) of the main industries in which we operate.

"Pursuing your career at Management Solutions is a winning option in terms of the opportunities you will have for learning, professional growth, developing multidisciplinary skills and international promotion. You will have the chance to work for leading companies in an excellent working environment, facing new challenges each year."

Teresa Elorza - Partner



We create value propositions for our clients and commit to their effective implementation

Project types

Our engagement teams can offer specific, committed solutions for implementation and start-up. Our ability to meet the global requirements of a project is primarily what makes us so different. We can lead the different phases building up to the success of a project, from the initial strategic reappraisal, through the functional, organisational and operational phases, to actual implementation.

Service lines



Strategy



Sales & marketing
management



Risk management
& control



Management & financial
information



Transformation:
organisation & processes



New technologies

R&D

The **R&D area** focuses efforts in four areas: methodology (support to the Firm's professionals and clients in quantitative areas through the implementation of best practice and research of trends in data science and modelling), economic analysis, regulatory analysis and knowledge management, through publications and by promoting the Firm's **New Business Models Observatory**.

Management Solutions offers its professionals the opportunity to collaborate with the R&D area at some time during their career.



THE BEST ENVIRONMENT TO DEVELOP TALENT

We offer you the possibility to join a firm that provides all you need to develop your talent to the fullest:

- ▶ Working in **the highest-profile consulting projects** in the industry,
- ▶ **for the largest companies**, leaders of their respective markets,
- ▶ alongside **top industry management** as they face challenges at the national and global level,
- ▶ as part of an **extraordinary team** of professionals whose values and corporate culture are a benchmark for the industry.

All this makes us a true **school of entrepreneurship**. Our professionals acquire and develop technical knowledge, management skills and leadership abilities, assuming responsibilities in the Firm's different management areas gradually as soon as they join.

"Management Solutions is a firm that invests in people, providing you with ongoing training throughout your career and offering you the best opportunities. You will be proud to be part of a team that strives for excellence, is strongly committed to its clients and has a company culture that highly values the human touch."

Fernando Ruiz - Director



At our firm, career development depends exclusively on individual merit

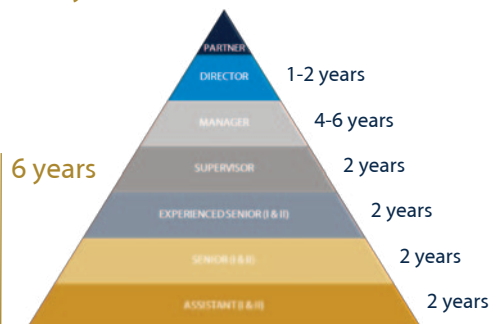
Training

- ▶ **Ongoing training plan**, with approximately 10% of business turnover spent on training.
- ▶ **Specialist knowledge** courses, external **expert** courses, professional **skills** courses and **language** courses.
- ▶ Last year our staff as a whole received **over 375,000 hours of training** spanning more than **150 courses**.

Career plan

- ▶ Clearly defined **career plan**.
- ▶ **Internal promotion** based solely on merit.
- ▶ **Partnership-based management model** offers all professionals the opportunity to become part of the Firm's group of partners.

13-16 years





A COMMITTED FIRM

At Management Solutions, we are not just concerned about what to do to make things happen, but also about how to do it. Our actions are governed by **principles and values** that have proved to generate value for our clients, professionals, business partners and society as a whole.

Join a committed Firm. Supporting the academic world and job creation, respect for human rights and care for the environment form a part of the Firm's business strategy, guiding its growth in a responsible manner with the Sustainable Development Goals, having committed to achieving carbon neutrality by 2030.

ManagementSolutions' commitment to the community

University



Internship and
work experience
programmes



Business cases
and job fairs



Teaching of
specialised courses
and seminars



Collaboration with
foundations and
associations

Society



Social Action



Patronage and
Sponsorship

Environment



Sustainable development model

We are a committed firm. Join a young and capable team with a social conscience



University

In addition to contributing to the creation of employment for new graduates and offering young people the opportunity to embark on an excellent career, we maintain **a close relationship with the world's most prestigious universities** by providing expert courses and seminars, internships and scholarship programmes, cooperating in research programmes, presenting practical case studies, supporting university foundations, etc.



Social Action

We organize **more than 30 community support activities**: Solidarity Summer, Solidarity Concert, Solidarity Cinema, Solidarity Christmas, blood donations, IT equipment donations, fundraising tournaments, etc., in addition to collaborating with different NGO's and foundations.



Sports Club

Our Sports Club encourages participation in sports by organising **internal tournaments for the most popular sports** among our professionals and sponsoring participation in **external inter-company competitions**, in addition to providing our professionals with a sports platform for access to gyms and sports activities.



VALUES THAT MAKE THE DIFFERENCE

At Management Solutions we seek talented people with a solid academic record who share our values and are able to adapt to our work culture.

We invite you to form part of an extraordinary team of professionals. A **global and multidisciplinary** team that stands out for its commitment and dedication to service, constant search for excellence, integrity, critical thinking and strong determination and perseverance in the pursuit of goals.

We invite you to **participate in our recruitment process**, which runs all year round. Ours is a transparent and rigorous process that ensures equal opportunities and has three main phases: psychometric testing, group dynamics and personal interviews.

If you are in the final years of your degree, we would also like to hear from you

Management Solutions has agreements with the most prestigious universities to offer students their first experience with the business world. The Firm offers paid work experience and flexible hours with the possibility of students becoming part of the Firm upon graduation.



Please complete our application form online at
www.managementsolutions.com

We look for candidates like you

- ▶ Recent **graduates or final year** students.
- ▶ **Solid academic record.**
- ▶ Get-up-and-go attitude, maturity, responsibility and strong work ethic.
- ▶ Knowledge of **other languages** is desirable.
- ▶ Postgraduate studies and/or specialised courses are an asset.
- ▶ Strong **computer skills.**
- ▶ Strong ability to learn quickly.
- ▶ Able to **integrate** easily into multidisciplinary teams.

Preferred areas of study

- ▶ Business Administration
- ▶ Economics
- ▶ Actuarial and Financial Science
- ▶ Information Technology
- ▶ Telecommunications
- ▶ Computer Science
- ▶ Engineering degrees
- ▶ Mathematics
- ▶ Statistics
- ▶ Physics

Professional consulting services

ManagementSolutions is an international consulting firm whose core mission is to deliver business, risk, financial, organisation, technology and process-related advisory services.

Please complete our application form at www.managementsolutions.com

Follow us at:     

Access our job offers
and apply:



Madrid Barcelona Bilbao Coruña Málaga London Frankfurt Düsseldorf Wien Paris Bruxelles Amsterdam Copenhagen Oslo Stockholm Warszawa Wrocław Zürich Milano
Roma Bologna Lisboa Beijing Abu Dhabi Istanbul Johannesburg Sydney Toronto New York New Jersey Boston Pittsburgh Columbus Atlanta Birmingham Houston
Miami SJ de Puerto Rico San José Ciudad de México Monterrey Querétaro Medellín Bogotá Quito São Paulo Rio de Janeiro Lima Santiago de Chile Buenos Aires

www.managementsolutions.com