

Management Consultant - Associate

About Us

Stern Value Management (SVM) is a global management consulting firm and the world's leading advisor on value management, value strategy, and value creation. We partner with leaders from private or family businesses, firms that are publicly traded on share markets, and government organizations to sustainably improve the value of their enterprises on their path to value maximization.

We partner with our clients to become the top value creation leaders in their industries by designing and implementing state-of-the-art value management practices, devising value maximizing strategies and business models, and converting our clients' employees into successful partners in the creation of value.

Our people are our main competitive advantage and our most valuable asset. We are a broadly diverse team of trusted advisors united by a shared passion to add tangible and enduring value to our clients, their teams, and their organizations.

We have worked with Fortune Global 100 companies as well as other large, medium, and small-sized businesses in a variety of industries. Founded in 1982, we are headquartered in New York.

Our Expertise

We are the pioneers and globally recognized leaders in value management consulting. We focus on advising CEOs and their top management teams regarding value principles and how they are applied to solve pressing issues in operations, financial policy, strategy, and corporate governance.

Our record of success and expertise in corporate finance stem from our deep knowledge of markets and the factors that affect the value of the firm. Our founder, Joel M. Stern, developed the Free Cash Flow concept in 1972, and our firm pioneered the Economic Value Added® metric in 1983.

EVA® and Value Management

Economic Value Added (EVA®) is a firm's true economic profit that remains after subtracting the opportunity cost of capital employed. Value management encompasses all management practices and processes that encourage and generate continuous value growth and superior long-term returns on capital.

Broad Range of Management Skills

Our consultants are exposed to a wide range of global management issues, including business and financial strategy, operational improvement, executive compensation, corporate governance, and mergers and acquisitions.

Accelerated Growth Opportunities

We provide our consultants with opportunities to grow on a steep and unrestrained learning curve. Our consultants distinguish themselves by their entrepreneurial spirit and their outstanding ability to establish trusting client relationships. They lead teams and master the skills required to apply financial and business theory to the real world.

Our Culture

We work in small teams to accomplish our objectives. Our working style is collaborative, innovative, and unbiased. We are proud of being recognized as the management consultants who roll up their sleeves and get things done.

Management Consultant - Associate Role

Associates have workstream responsibilities, mentor junior consultants, lead a group of client team members, and manage relationships with executives at client companies. They quickly develop deep insights into business issues; leverage their business skills to solve complex problems; lead their team to produce accurate, concise, and persuasive analyses; develop actionable advice for clients; and deliver recommendations to clients' top management.

What We Are Looking For

We are looking to hire outstanding and well-rounded candidates who demonstrate:

- Academic excellence,
- Passion and desire to build a career in consulting,
- Strong analytical skills,
- Ability to manage teams,
- Excellent communications skills,
- Ability to build trusting relationships,
- Motivation and desire to take initiative,
- Reliability,
- Strong personal values,
- Open-mindedness, and
- Intellectual curiosity.

The successful candidate will have a broad understanding and / or experience in:

- Corporate finance,
- Excel modeling,
- Business strategy, and
- Project management.

To Apply

All applicants must submit a cover letter and resume with GMAT / GRE scores to careers@sternvaluemanagement.com.