

Case Teams Program: Role Description

TIMEFRAME: Approximately 10-16 weeks, duration of an academic term

APPLICATION DEADLINES: For fall: August 28th / for spring: rolling until December 11th

ABOUT NEW SECTOR ALLIANCE:

Founded in 2000, New Sector Alliance is a social enterprise consulting firm with a dual mission to accelerate social change by strengthening organizations today, while developing leaders for tomorrow.

To fulfill this mission, New Sector aims to:

- Deliver high impact consulting services which strengthen the capacity of clients to address society's most pressing challenges and opportunities;
- Cultivate a new generation of socially engaged leaders who bridge the private, academic, and social sectors; and
- Unlock the potential of people and institutions across sectors to share resources, learn from each other, and work collaboratively to create sustainable social impact.

In partnership with leading academic institutions and consulting firms (including Accenture, Bain & Company, The Boston Consulting Group (BCG), The Bridgespan Group, McKinsey & Company, and Oliver Wyman), New Sector works toward these three goals simultaneously by delivering high quality, affordable consulting and professional development services.

ABOUT NEW SECTOR CASE TEAM PROGRAM:

Case Teams bring together 3-5 MBA students with nonprofit organizations to complete a one-semester consulting project. Students receive academic credit for their work, and each team is guided by two professional consultants from one of our partner consulting firms. Case Teams are a unique opportunity to gain hands-on experience and develop strategy consulting, nonprofit management, and leadership skills and enhance professional networks while having real impact on a nonprofit organization.

The New Sector support has three components: training, weekly calls with project coaches, and an online knowledge base. One evening of training, Kick Off, introduces the teams to the nonprofit sector, nonprofit management consulting, and workplan development. Additionally, Kick Off is the first time each team meets their client and project coaches, and serves as the official start date of the project. Throughout the course of the semester, teams spend 1-2 hours per week with their professional consultant coaches, who help guide them through their project. Coaches offer advice on workplanning, project management, delivering presentations, and consulting best practices as well as feedback on deliverables. Finally, our Case Teams are able to build upon the talents of previous teams through our online knowledge base. The database provides additional trainings, example deliverables, case studies, and access to outside resources that assist teams throughout their projects.

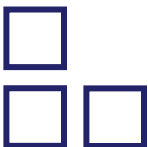
For more information, visit www.newsector.org.

ABOUT THE POSITION:

New Sector goes out of its way to ensure that each project will foster our Case Teams' professional development while enabling them to make a deep impact on an organization and its constituents. We believe our program provides an unparalleled opportunity for students to gain hands-on consulting experience while effecting social change.

We match each participant with other students from the same school on a team project that will be completed over the course of a semester. Each project will fall into one of our six practice areas: Growth & Scaling, Operations, Marketing, Performance Management, Strategy, and Talent Development. Each student can expect to put in 8-12 hours per week for their project. While most work is done off-site, teams will schedule check-ins with their client on a weekly basis.

KEY DUTIES AND RESPONSIBILITIES:



Accelerating social change by **strengthening organizations** today
while **developing leaders** for tomorrow

While no two New Sector experiences are the same, all offer unique opportunities and challenges. Specific responsibilities vary based on project and client placement, but typical duties include:

- Plan and manage work modules to address your client's key strategic issues
- Gather field data through interviews and secondary research
- Perform quantitative and qualitative analysis
- Generate practical, creative, and action-oriented insights and recommendations for your client
- Facilitate communication and joint problem-solving with your client
- Write and give presentations and other deliverables to ensure client satisfaction
- Work with members of client organization staff to implement recommendations
- Contribute to New Sector's knowledge capture and dissemination
- Take on roles within the New Sector network to support key New Sector initiatives

(If you are extended an offer to a Case Team, it is an offer to the program as a whole, as opposed to a specific project. After you have accepted our offer, New Sector matches you with a team and project based on your skills and project preferences, as well as the needs of each client.)

KEY QUALIFICATIONS:

Working in social enterprise provides a substantive, challenging experience for students pursuing an MBA or graduate degree. While prior experience in social enterprise is not required for acceptance to this program, applicants must demonstrate the following characteristics:

- High level of self-motivation and a proven ability to deliver excellent results, demonstrated by a record of strong academic, extracurricular, professional, and/or personal accomplishment
- Passion for achieving social impact in the nonprofit sector, for-profit sector, or through cross-sector collaboration
- Core leadership attributes, including: energy, independence, integrity, patience, resourcefulness, responsibility, self-confidence tempered with humility, a strong work ethic, and tenacity
- Strong interpersonal and communication skills, including the capacity to understand the needs of multiple and diverse stakeholders, work effectively at all levels of an organization, build strong client relationships, and work effectively individually and as part of a team
- Excellent quantitative and qualitative analytical skills, creativity in problem solving and a keen business sense demonstrated in either a professional or academic environment
- Ability to approach challenges in a structured manner by setting goals, devising a plan to achieve those goals, and measuring the results of that plan
- Desire to proactively take on leadership roles within the New Sector organization and network

TO APPLY:

Send a resume and cover letter to Jessica Lee at case@newsector.org. Your resume should include your concentration, GPA if applicable, and relevant standardized test scores (e.g. GMAT or GRE scores). You should mention any work experience or extracurricular activities that demonstrate your dedication to civic engagement and social responsibility. Your cover letter should address two questions: 1) what do you hope to gain through your participation in the New Sector Case Teams program? and 2) what unique qualities will you bring to the New Sector Case Teams program?

There is no "ideal" resume or cover letter. We seek to recruit team of individuals with different goals, passions, backgrounds, and talents. Please be candid and direct in your discussion.

Inquiries can be sent to Jessica Lee at jlee@newsector.org.

New Sector Alliance is an equal opportunity employer.

