

NEW SECTOR ALLIANCE, INC. POSITION DESCRIPTION

POSITION: Summer Consultant

START DATE: May 27, 2008

END DATE: August 15, 2008

LOCATION: Boston, MA

APPLICATION DEADLINE: March 1, 2008

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 SUMMER CONSULTANT PROGRAM:

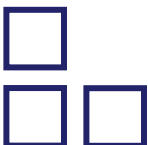
New Sector Alliance places top MBA and other graduate school candidates in full-time, ten-week summer internships at Boston-based social enterprises. Students work on-site to help clients develop growth strategies, finance new ventures, improve operations, and better serve their constituents.

Summer Consultants begin the summer with 3 days of training designed to familiarize them with social enterprise and to teach them how best to leverage their skills in this context. During the initial training, Summer Consultants meet their professional consultant mentors from partnering firms who will help guide each Summer Consultant through his or her project throughout the summer. Additionally, Summer Consultants meet approximately once a week in peer groups as part of New Sector's Breakfast Series to discuss each project and showcase each client organization.

For more information, visit www.newsector.org.

ABOUT THE POSITION:

Each Summer Consultant's project will foster the Consultant's professional development while enabling him/her to make a deep impact on a Boston-based social enterprise and its constituents. Working with top management on a variety of initiatives central to the mission of the organization, Consultants gain an in-depth understanding of the daily operations of an organization at the highest level by launching a project in one of our six strategic practice areas: Growth & Scaling, Operations, Marketing, Performance Management, Strategy, and Talent Development. Projects are designed to develop strategic planning skills and provide Consultants with the opportunity to implement ideas in a real-world setting. Consultants



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while **developing leaders** for tomorrow



working across disciplines within a social enterprise to develop and refine ongoing initiatives will gain a multi-disciplinary perspective of what it takes to drive social change. Prior New Sector engagements have proven that a summer internship in social enterprises provides an unparalleled opportunity for leaders to take on substantial responsibility and creatively impact an organization. Participating social enterprises include some of today's most successful organizations working across all areas of society and the economy.

TYPICAL DUTIES AND RESPONSIBILITIES:

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

KEY QUALIFICATIONS:

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

RELEASE OF INFORMATION:

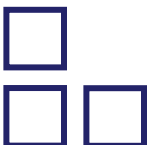
To facilitate student selection and matching, New Sector may share your resume with your potential clients and professional consultant mentors. If you have any questions or concerns about this, please don't hesitate to contact us at 617-488-4973.

TO APPLY:

Send resume and cover letter to Hollis Van Inwagen at summerconsultant@newsector.org. For guidelines of what information to include in your resume and cover letter, please see the frequently asked questions document at following website: <http://newsector.org/services/students/mba.php>

No phone calls please. Inquiries can be sent to Hollis Van Inwagen at hvaninwagen@newsector.org.

New Sector Alliance is an equal opportunity employer.



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