



**Experienced Analyst - Management Consultant  
Manufacturing and Distribution  
(Job Requisition Updated July 2011)**

**Company Profile**

Founded in 1991 (we're celebrating our *twentieth* year!), The Keystone Group is a Chicago-based management consulting firm focused on middle-market manufacturing, distribution and trucking companies.

We offer three service lines to our clients: Turnaround, Mergers & Acquisitions, and Strategy & Operations. Besides focusing on a segment of the market that has been traditionally underserved by larger consulting firms, the services we provide attract clients through all aspects of the business cycle. We have a results-oriented focus and our work is typically hands-on. We consider ourselves to be integral not only to the planning, but to the implementation of our ideas. The success at our clients has been instrumental in developing an excellent reputation not only within our target market, but also with the financial institutions and private equity firms associated with our clients.

Our firm consists of approximately 35 professionals in a relaxed and non-hierarchical environment. Advancement is based on merit and not on any pre-determined amount of time. While we work hard, we also have a lot of fun. We take a biennial trip as a firm, host an annual charity golf outing, and have numerous formal and informal social activities throughout the year.

**Responsibilities**

Analysts with The Keystone Group are expected to be an integral part of the engagement team and take on a tremendous amount of responsibility early in their careers. Our Analysts are "client-facing" and do not simply sit behind a computer in a conference room developing pretty models, charts and tables. On any given engagement, an Analyst will undertake a variety of tasks: gathering and analyzing data, communicating findings, recognizing areas of opportunities, assisting in the development of recommendations, and working with client personnel to implement solutions.

Keystone employees are expected to apply their experiences and knowledge to all three service lines: Turnaround, Mergers & Acquisitions, and Strategy & Operations. As a result, Analysts are exposed to the intricacies of how businesses work, the problems businesses face, and how to address these issues; accelerating their learning curves and ultimately, their careers. The unique experiences at Keystone also allow an individual to experience a variety of industries, including: food, steel, plastics, consumer products, and electronics, to name a few.

Our client teams tend to be small but have high impact. A typical engagement team is composed of 3 -5 professionals, so all members of the team have opportunities to interact with the senior management of our client and in some cases with the client's financial institutions and/or private equity sponsor.



## **Qualifications**

The ideal candidate will possess the following characteristics and skills:

- An undergraduate degree is required. Undergraduate concentration in operations or finance is preferred.
- *Minimum of 2 years of practical experience with manufacturing and/or distribution companies. Experience with another management consulting, private equity or public accounting firm is preferred.*
- Exceptional analytical and problem solving skills.
- Strong interpersonal skills, with the ability to effectively work with a client team composed of both Keystone & client individuals.
- Excellent communications skills, both verbal and written, with the ability to develop and deliver effective presentations.
- Ability to multi-task and work in a fast-paced, dynamic setting.
- Positive attitude when facing adversity and possessing the required perseverance and persistence.
- Strong competency in MS Word, MS Excel and MS PowerPoint, with MS Access a definite plus.
- Must currently reside in the Chicago area.
- Willingness to travel extensively
- Must be authorized to work in U.S. (permanent residency with permanent work authorization)

## **Salary**

- Keystone offers a competitive base salary plus a bonus structure based on both individual and company performance.