

Position: Summer Interns
Company: Simon-Kucher & Partners
Location: Boston, New York, Mountain View (Silicon Valley)
Field: Strategy & Marketing Consulting

JOB DESCRIPTION

SKP is a global consulting firm with over 450 consultants in 19 offices worldwide. We have over 20 years' experience providing strategy and marketing consulting, and we are regarded as the world's leading advisor on pricing.

We are currently looking for undergraduate and MBA interns in our Boston, New York, and Mountain View offices.

Our Life Sciences Division:

Healthcare is one of our leading industry competencies. The US branch of the LS Division operates out of Boston, Mountain View, and New York. As SKP's largest industry division, we work with 24 of the top 25 biotech and pharmaceutical companies and have developed strategies for 7 of the 10 best-selling drugs worldwide. SKP has also worked on over 30 projects for medical device / diagnostic companies in the last 2 years.

Recent projects include:

- Pricing and reimbursement
- Product launch strategies
- Product development strategies
- Market opportunity assessments
- Market due diligence

75% of our projects have an international component, so foreign language skills are valued. Portuguese and Italian capabilities are a plus.

Our TTT Division (B2B and B2C practice):

The US branch of the TTT Division operates out of Boston and Mountain View. We help clients achieve their financial and commercial goals by improving their pricing strategy, price setting, and implementation.

Recent projects include:

- Value-based segmentation for a global high-tech firm
- Product launch strategies for a software company
- Innovative price structure development for an entertainment company
- Pricing process audit for a consumer packaged goods company

- Key account negotiation support for a global industrial manufacturer

Our Banking Division:

The US branch joins a global division in which some of the world's largest banks and insurance companies seek our advice because of the rapid returns we generate for our clients through state-of-the-art methods, high impact recommendations and stringent execution.

Recent projects include:

- Value-based segmentation
- Sales optimization/implementation
- Optimization of pricing processes
- Value pricing
- Innovative price structure development
- Cross-selling initiatives

WHAT WE ARE LOOKING FOR IN CANDIDATES

This position is well suited for individuals who are eager to apply their analytical and creative skills to challenging business problems.

Key Criteria:

- High interest in consulting, especially strategy, marketing and pricing
- Experience with quantitative analysis

HOW DO YOU APPLY?

Applicants should enclose the following documents:

- **Resume**
 - Please include standardized test scores
 - If you have any foreign language skills, please indicate level of fluency
- **Cover letter**
 - Please indicate work authorization status
 - Please include preferred start date
 - Please include office and division preference
- **Unofficial transcript**
 - List of courses and grades in MS Word is fine

Incomplete applications will not be reviewed

If you would like to learn more about us, please visit www.simon-kucher.com.