

Water Street Partners – Consultant

Company Background: Water Street Partners is a leading advisor on joint ventures. Founded in 2008 by the co-leaders of McKinsey & Company’s joint venture and alliance practice, Water Street provides advisory services to major international companies on matters related to the structuring, restructuring, and governance of joint ventures, minority investments, and other partnerships. We offer direct consulting support to individual clients, as well as a subscription-based information service to companies looking for more scalable support. Our clients are located all over the world, with a concentration in North America, Europe, and the Middle East. Our offices are located in Washington D.C. on the Georgetown waterfront. During the last seven years, Water Street has supported clients on ventures valued at almost \$500 billion.

Our client service team contains a mix of strategy consultants and transaction lawyers. Water Street is a high growth, entrepreneurial environment where all employees have leadership roles and are accountable for getting things done.

Job Description and Responsibilities: As a Consultant, you will be involved in directly advising clients, developing and delivering distinctive content, and building the firm’s broader capabilities.

- ¶ **Client Advisory:** You will work with other members of the Water Street team in directly advising clients on issues related to joint venture structuring, restructuring, and governance. You will be responsible for performing specific research and analyses, conducting and capturing insights from interviews, and developing recommendations – as well as participating in client conversations and presentations. For joint venture transactions, this will include identifying comparables, developing deal options, evaluating and recommending deal terms, recommending negotiating strategies and implementation approaches. For existing ventures, this will include diagnosing venture performance and underlying root causes (typically related to strategy and scope, governance, financial arrangements, service agreements, organization and talent), generating restructuring options, and supporting clients with implementation strategy. You will have significant interaction with senior executives at major global companies – including BU Presidents, CFOs, and Heads of Strategy and M&A.
- ¶ **Content Development and Delivery:** You will work with other members of the Water Street team in creating and delivering new and practical thinking on joint ventures. This will include conducting interviews with dealmakers, board members and CEOs of major joint ventures, and other executives involved in joint ventures. You will generate ideas on new content – and conduct interviews, perform research and analyses, generate insights, and develop tools to address the issues. You will likely be involved in the development of articles for one of our two publications, *The Joint Venture Exchange* (JVX) and *The Joint Venture Deal Exchange* (JVDX).
- ¶ **Broader Company Capabilities.** Depending on your skills and interests – and the company’s needs at the time – you will likely be asked to take the lead on one (or two)

areas associated with building our company's broader capabilities and market positioning. Examples of such areas could include: helping to build our presence on social media, maintaining one of the company's proprietary databases (e.g., on deal terms, governance practices), assisting with the editorial process of our publications, being actively involved in recruiting and onboarding of new staff, or participating in testing new products and services.

Experience and Skills: We are looking for exceptionally smart, motivated individuals who will likely have the following experiences and skills:

- ¶ 2-5 years of experience, likely at a leading professional services firm (e.g., top-tier management consultancy or other advisory firm)
- ¶ Undergraduate degree in business, corporate finance, economics, or related fields (e.g., statistics, international affairs) from a leading university. MBA or other graduate degree preferred
- ¶ Highly analytic (fluency with numbers, very structured thinker, etc.) with a very strong general business aptitude and interest
- ¶ Strong interpersonal, oral (and written) communication and influencing skills (interviewing, etc.); able to interact with, and influence the thinking of, senior executives. Experience interacting with clients and/or prospective clients
- ¶ Ability to work on multiple projects in a fast-paced, deadline driven – but highly ^[]_{SEP} team-oriented – environment.
- ¶ Experience in joint venture and partnership-intensive industries – and working on transactions – a significant plus

Compensation:

- ¶ We offer competitive base salaries (based on experience), with the opportunity for significant increase and upside based on individual and company performance.

Interested candidates should email their resumes and college transcripts to careers@waterstreetpartners.net. For further details about our firm, please visit our website at www.waterstreetpartners.net