

The background is a light blue isometric illustration featuring a network of white hexagonal nodes connected by dotted lines. Various icons are placed within these nodes, including a red handheld device with a Wi-Fi symbol, a lightbulb, a drone, a server tower, a person pointing at a large screen displaying a Bitcoin logo, a laptop, a game controller, a robotic arm on a conveyor belt, a person in a white suit, a truck, a car, a Wi-Fi router, and a person pointing at a smartphone displaying a house icon. A dark blue rectangular box is centered over the image, containing white text.

Making an Impact with Strategy Consulting

Business Analyst Recruitment Presentation
with Cartesian Company Overview



Cartesian

Cartesian is a specialist provider of consulting and managed services for the communications sector.

We exist to help our clients grow and transform their companies using technology and expertise.

With over 30 years of experience, we deliver strategic advice, project delivery, and technology solutions.



Industry Specialization

We are industry specialists with extensive directly-relevant experience



Innovative Approach

We apply advanced analytics and innovative project methodologies



Action-Oriented Project Teams

We deploy multi-disciplinary teams that focus on delivering rapid, high-impact results



Flexible Delivery

We are pragmatic and flexible to help our clients meet business objectives against evolving priorities



Data Expertise

We have the tools and expertise to leverage large-scale data sets in analytics and transformation projects








































Effective Project Governance

We employ best practice governance frameworks to assure successful delivery

Our Clients

We serve leading firms in the global communications eco-system.

The following represents a selection of our clients, many of which we have worked with for over 10 years.

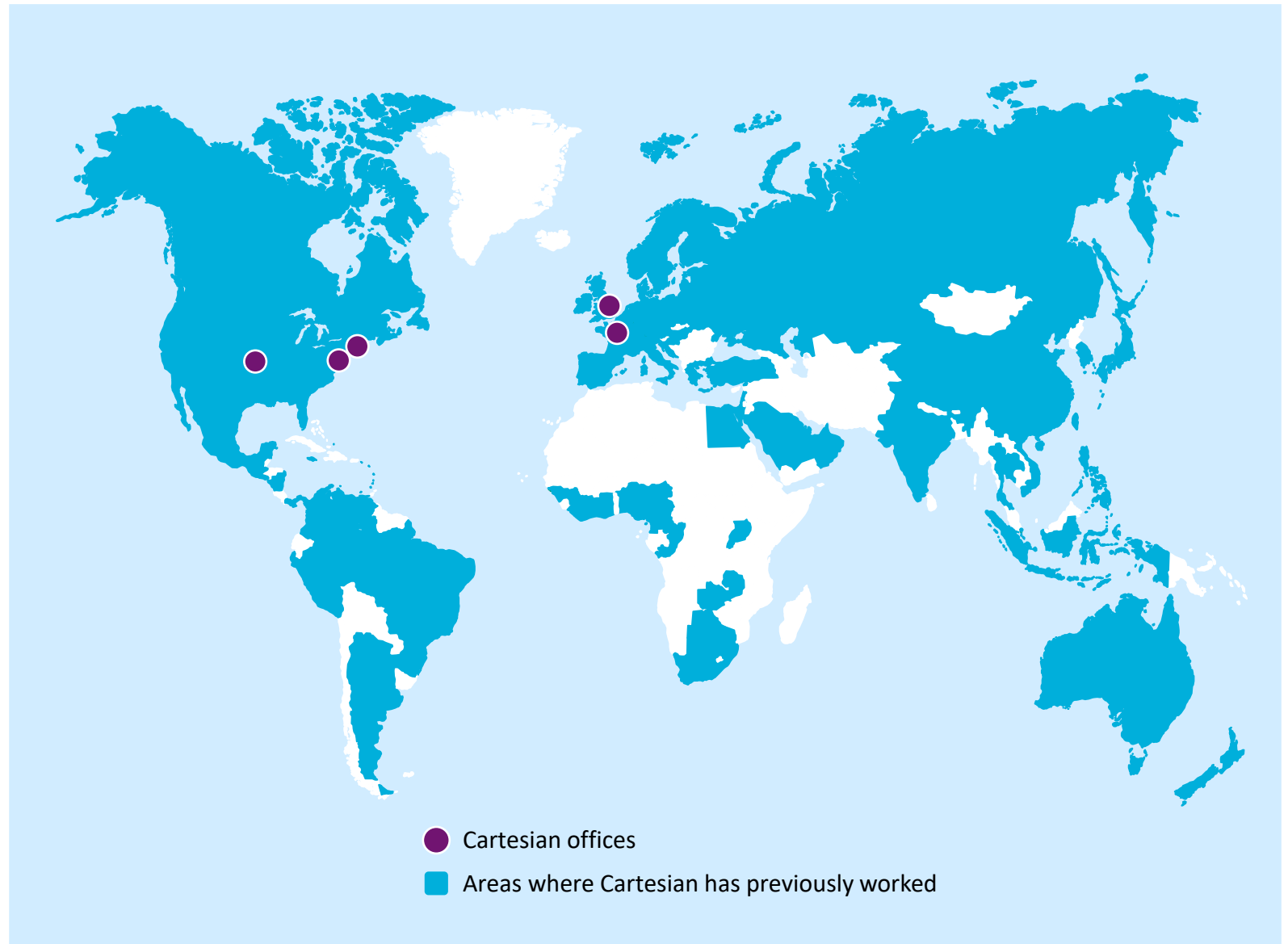
Telecoms		Digital Media		Technology	
					
					
					
					
		Investors		Govt., Agencies & Associations	
					
					

Our Global Reach

With our scale, experience, and reach, we support clients worldwide.

Our client base spans the Americas, EMEA, Asia and Australasia.

Cartesian offices are located in the USA, UK and France.



Our Values

Whether we are interacting with our clients or our fellow Cartesian employees, our values are well defined.

1

We Partner – becoming one team with our clients

We know them as people, keep them involved and adapt to meet their needs. Our industry expertise and vast experience enables us to anticipate and understand our customers' needs and deliver brilliant results.

2

We Go Beyond – over-delivering on commitments and quality

We provide our clients with actionable insights and results that move their business forward. Our clients rely on us for the accuracy, rigor and robustness of our work. They love working with us because we remove complexity and stress.

3

We Innovate – challenging traditional approaches and assumptions

What we do creates value for our customers. We look for new realities, without being constrained by what we've done in the past, or by what others are doing today.

4

We Grow – providing a stimulating environment to learn and develop personally and professionally

Everyone has the opportunity to step up, take accountability and push themselves in a diverse and supportive atmosphere. We encourage employees to take risks and think big.




5

We Respect – valuing each interaction with our clients and with each other

We're inclusive, open minded and embrace different ways of thinking. The knowledge, expertise and care of our employees is the key to our success.

Cartesian Service Portfolio: Strategy & Analytics

Our team specializes in the intersection of strategy, analytics, and technology.

 Strategy	 Analytics	 Technology
We help answer critical questions	...leveraging the most relevant data	...in an efficient and scalable way
 Go-to-Market Strategy	 Data-Driven Insights	 Database Management
 Market & Competitive Assessment	 Quantitative and Qualitative Research	 Process Automation
 Growth & Transformation	 Data Integration & Automation	 Reporting Automation
 Corporate Strategic Planning	 Real-Time Engines	 Web Portals
 Deal Development & M&A	 Predictive Analytics	 APIs
 Legal & Regulatory Support	 Reporting & Dashboards	 Custom Applications

Strategy & Analytics Focus Areas

We work on a range of topics to drive growth, profitability and success for our clients.



Why Join Cartesian?

Cartesian is a great place to grow professionally and personally.

We offer stimulating and challenging work in a friendly, inclusive, collaborative, fun and ego-free environment.

There is open access to senior mentorship and support. Everyone from your immediate team to the CEO is approachable from day one.

Why Consulting?



- ✓ Fast paced and challenging work
- ✓ Constant learning opportunities
- ✓ Team-based environment
- ✓ Exposure to a variety of business issues

Why a Boutique?



- ✓ Greater impact and responsibilities
- ✓ Personalized career path
- ✓ Access to senior leadership
- ✓ Industry focus = better marketability

Why Cartesian?







- ✓ Our focus on dynamic and exciting industries
- ✓ Our talented and motivated people
- ✓ Friendly, laid back, and collaborative culture
- ✓ Our commitment to professional development

Example Strategy Projects

Our projects span the spectrum from projecting consumer trends, identifying and developing growth & scale opportunities, to security and a host of other services for all the major players in the sector.

Join Cartesian and help shape the cutting edge

PROJECT	CLIENT	KEY QUESTIONS
<div><div>FIBRE BROADBAND STRATEGY</div><div>ANALYTICSSTRATEGY</div></div>	<div>FIBRE BROADBAND PROVIDER</div>	<ul style="list-style-type: none">• Which cities will generate the best returns?• How should we prioritize our build?
<div><div>STARLINK CAPACITY MODEL</div><div>RESEARCHANALYTICS</div></div>	<div>INDUSTRY ASSOCIATION BODY</div>	<ul style="list-style-type: none">• Can Starlink’s network scale to meet its obligations for US govt. funding?
<div><div>MARKET ENTRY STRATEGY</div><div>RESEARCHSTRATEGY</div></div>	<div>MARKET RESEARCH FIRM</div>	<ul style="list-style-type: none">• Is there demand for our service in Europe?• Are there competitors with a similar offer?
<div><div>CREDENTIAL SHARING DETECTION</div><div>ANALYTICSSTRATEGY</div></div>	<div>STREAMING SERVICE</div>	<ul style="list-style-type: none">• How do we detect credential fraud and abuse?• How can we limit this behaviour without negatively impacting ordinary users?

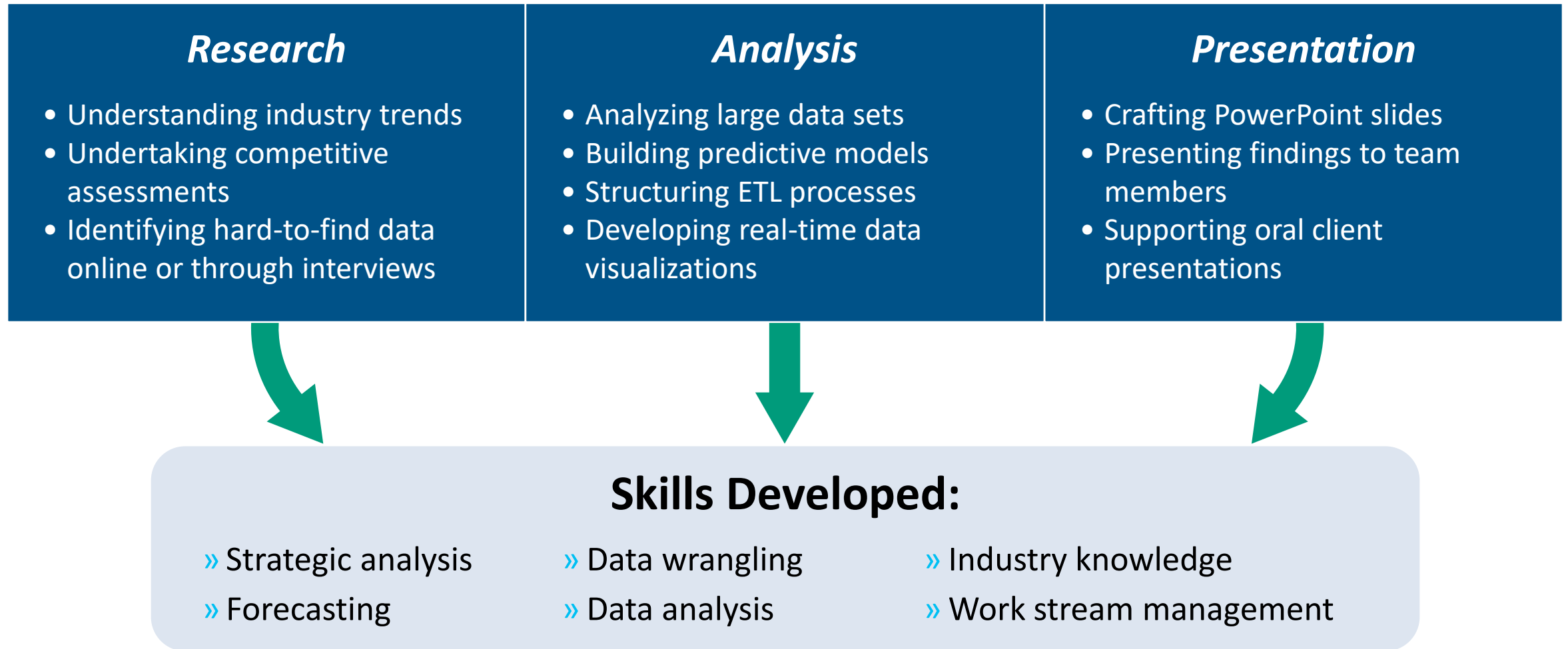
Project Types

Working at Cartesian means solving a fascinating set of business problems in a dynamic industry space

▶ Analytics, Insights, Data Science, and Models	Combine analytics capabilities and industry expertise to build models that achieve business objectives (e.g., increase revenue)
▶ Opportunity Assessment & Business Case Development	Evaluating customer needs, competition, and our client's capabilities in order to identify and prioritize areas for investment
▶ Partnership and Negotiation Support	Thinking through complex partnership dynamics to ensure optimal outcomes for our clients
▶ Investment and M&A Analysis	Evaluating potential investment and acquisition targets for leading financial services firms and Fortune 500 companies
▶ Other Project Types	New technology evaluation, implementation support, litigation support, regulatory support, and competitive benchmarking













Skill Development

As a Business Analyst, your day-to-day responsibilities will help you develop these skills:



Analyst Toolkits

Cartesian’s Business Analysts develop proficiency across a wide range of tools and languages

Core Tools	Advanced Tools	Third Party Platforms/Software
		
	 	
	 	 

Office Fun

We like to hang out with each other when we're not working

Secret Santa



Pumpkin Carving



Mini Golf



Boda Borg



5Ks



Holiday Parties



Traits and Criteria

We are eager to add new members to our Strategy Consulting team



Traits of Successful Cartesians

- ▶ Intellectual curiosity
- ▶ Attention to detail
- ▶ Dedication / work ethic
- ▶ Humility and openness to feedback

Our Evaluation Criteria

- Analytical thinking
- Communication skills
- Idea generation
- Ability to grasp new concepts
- Interest in us and our industry

We do not offer work visa sponsorship

Recruiting Process & Selection Criteria

Our recruiting process allows candidates to demonstrate their abilities while also learning more about work and life at Cartesian

Application Submission

- *Cover letter and CV/resume*
 - Academic performance
 - Extracurricular activities and leadership
 - Relevant work experience or training
 - Interest in our industry and our firm











Assessments

- *Case Interviews*
 - Structured thought and communications skills
 - Comfort with quantitative analysis
 - General business knowledge, logic, and intuition
- *Research Interviews*
 - Comfort finding and organizing information
 - Ability to execute daily analyst tasks
- *Fit Interviews*
 - Gauge compatibility with company culture

Consulting Case Studies

Case studies are a key component of the consulting interview and recruiting process, as they test many of the skills you will use daily on the job

Evaluation Areas		Discrete Skills	Case Study Ability to Measure
Capability		<ul style="list-style-type: none">• Research Skills• Critical thinking• Problem solving• Ability to follow instructions	
Analysis		<ul style="list-style-type: none">• Issue identification• Logic and problem structuring• Quantitative facility• Synthesis	
Communication		<ul style="list-style-type: none">• Verbal communication• Listening	
Compatibility		<ul style="list-style-type: none">• Tech interest• Professional services interest• Intellectual curiosity• Teamwork inclination	

Consulting Case Studies

Knowing what interviewers are looking for can help you approach case interviews with organization and purpose

“If you hate case interviews, you will likely hate the job. Consulting is like going through a case interview every day of your career.” – Case Interview Secrets

What Interviewers Look For

- ▶ The ability to:
 - Identify key information and prioritize ideas
 - Shift gears and ideate from another perspective
 - Conduct numerical analysis
 - Retain and process new information
 - Coherently and effectively communicate your thoughts
- ▶ Feel for business strategy
- ▶ Basic business judgment and logic
- ▶ Comfort organizing thoughts into numbers

Remember: Interviewers are looking for future colleagues

Can I see myself working with this person? Do I think this person will succeed in our work environment?

Use the case interview as an opportunity to showcase your strengths, emphasizing the traits and abilities that are essential to consulting



BOSTON

KANSAS CITY

LONDON

NEW YORK

PARIS