



**IUCG FALL 2019  
GROUP UPDATE**

*COLLABORATE. SOLVE. ACCELERATE.*





## WHO WE ARE

IUCG brings a new level of analytical solutions to address the operational, technological, and strategic problems faced by global businesses and non-profits. We are passionate about solving challenging problems with innovative, scalable solutions, finding rewarding career opportunities, and bringing our school to its highest potential.

IUCG has been the premier strategy consulting group at UMass for the past five years. Our analysts are competitively selected through an interview process that mirrors those of the top strategy consulting firms. Typically just under 10% of applicants are selected to join the group. These new members then enter an intensive semester-long training program where they receive all of the soft and hard skills necessary to succeed both within IUCG and beyond.

15

*Student analysts*

19

*Satisfied clients*

12

*Industries represented*

**COLLABORATE. SOLVE. ACCELERATE.**



# GROWING INDUSTRY EXPOSURE



COLLABORATE. SOLVE. ACCELERATE.



# Inaugural IUCG Alumni Advisory Board Panel



## Featured Panelists:

*Louis Higgins – RSM*  
*Davies DeCesare-Fousek – IBM*  
*Cole Gladstone – Bain and Company*

*Rebekah Arsenault – Accenture*  
*Lauren Katz – EY*

This past spring, the group hosted its first Advisory Board panel. IUCG alumni across 5 different firms shared insights on careers in management consulting, including recruiting advice and firm-specific case experiences. The panelists engaged with an audience made up of IUCG members, the UMass general body, as well as undergraduates from surrounding colleges. The IUCG Leadership Team has made it an IUCG initiative to enhance alumni engagement to drive the group's development even further.





# FULL TIME PLACEMENTS: GRADUATED SENIORS 2019

**Clara Baumgarten**



*Associate Sales Rep.*  
**People Data Labs**



**Matthew Doheny**



*Associate Consultant*  
**BRG**



**Alexandra Powers**



*Associate Consultant*  
**BRG**



**Conor Ward**



*PI Consultant*  
**EY**



**Haylee Whiteley**



*Client Service Associate*  
**AlphaSights**



# 2018-2019 SOPHOMORE & JUNIOR INTERNSHIP PLACEMENTS



IUCG Member	Year	Company	Position/Program
Shane Doherty	Junior	EY	FSO Advisory Intern
Ben Naftal	Junior	PwC	Technology Consultant Intern
Alex Domanico	Junior	Collins Aerospace	Strategic Planning Intern
Satish Pokuri	Junior	PwC	Digital Risk Solutions Intern
Julia Sullivan	Junior	Virtual, Inc.	Finance Intern
Heather Stratton	Sophomore	J.P. Morgan	Markets Summer Analyst
Jon Cooperstein	Sophomore	Liberty Mutual	Analyst Development Program
Anna Gishin	Sophomore	Fresenius Medical Care	Data Analytics Intern
John Sokol	Sophomore	Partners HealthCare	Accounting Summer Intern
Alex Jacobs	Sophomore	ALDI	District Manager Intern
Navya Jain	Freshman	John Hancock	Business Analyst Intern

*COLLABORATE. SOLVE. ACCELERATE.*



## Signed Off



Another Fall season has arrived, yet I find myself walking onto a plane rather than walking through the doors of Isenberg. It is an odd feeling to be closing one chapter and moving onto the next, but I am reassured that IUCG is in the best leadership hands possible.

During my time with IUCG, I saw the group set goals, achieve them, then set even higher ones. We grew from working with local companies and non-profits, to consulting for multi-million-dollar companies in the aerospace, energy and manufacturing industries, among others. We evolved into more than a student-run group. We became a platform for take-off into post graduate careers in industry, consulting and banking.

If being a member of IUCG taught me one thing, it is to embrace challenge and change head-on. Without challenge, there can be no change. Without change, there can be no growth. You all can do and be better than you think if you remain dedicated, resilient and hardworking.

I am excited to see where this year takes you all. Through the years, the relationships I created in IUCG ran deeper than just peers. I formed lasting friendships with so many of you, and I could not be prouder of the young professionals you have all become. Please remember to support one another, work hard and have some fun along the way.



Alex Powers  
Associate Consultant | Berkeley Research Group  
Proud Alumna | IUCG

## Signed On



Throughout my four semesters as a member in IUCG, I have been part of an unparalleled trajectory of growth and professional development. At the heart of our group's success has been the amazing individuals that never fail to go beyond expectation. Our past and present members continue to shape a new benchmark on what it means to succeed beyond the classroom – this is only a small example of what makes the group so special.

In my time with IUCG, I have worked alongside some of the most driven and passionate students at UMass. Each member has taught me many invaluable skills that I cherish and foster. The seniors who have been a part of IUCG's journey have made an impact that will forever reflect on our continued drive for success and recognition. This group has continued to grow and move in a direction that resonates that of the Isenberg. IUCG is made up of a scrappy, driven and intellectual group of like-minded students who will do whatever it takes to reach their highest potential. Each year, the group's full-time and internship placements have been second-to-none and our client engagements have risen to a level that is comparable to many for-profit management consulting firms.



Aside from doing my absolute best to continue this amazing trajectory of growth and success that IUCG has manifested over the past several years, my goals as incoming president include enhancing our alumni engagement, facilitating internal learning opportunities and to expose our amazing brand to potential clients. Past leadership has paved a clear and narrow path for this group and I could not be more excited to work with our members and alumni in elevating IUCG to new heights. This year, IUCG will work cohesively as a group both internally and with our clients and each of us will do our best in following the footsteps left behind by our admirable collection of alumni.

This semester we have seven members returning from co-op and study abroad experiences along with six new members entering our Fall 2019 Junior Analyst Class. I could not be more excited to face the challenges that lie ahead. Thank you to all of the IUCG'ers who have helped me get to where I am today.

Shane Doherty  
President | IUCG

*COLLABORATE. SOLVE. ACCELERATE.*





# || LEADERSHIP CONTACT INFORMATION



**Shane Doherty '2020**  
*President*  
OIM  
shanedoherty@umass.edu



**Ben Naftal '2020**  
*Director*  
OIM  
bnaftal@umass.edu



**Heather Stratton '2021**  
*Director*  
Economics  
hstratton@umass.edu

[isenbergconsulting.org](https://isenbergconsulting.org) | [isenbergucg@umass.edu](mailto:isenbergucg@umass.edu)

COLLABORATE. SOLVE. ACCELERATE.

*COLLABORATE. SOLVE. ACCELERATE.*