

# ESB Student Consulting e.V.

Manager Info Session 04/03/2026

Summer Semester 2026

# Executive Board of ESB Student Consulting e.V.

ESB Student Consulting e.V. empowers future consultants by providing a hands-on learning journey and a dedicated space for continuous expertise sharing.



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# ESB Student Consulting e.V. at a glance

Established in 2009 as a pro bono student consultancy and exclusive partner of Reutlingen University.



**Student  
management consultancy**



**100+  
Members**



**Pro-Bono  
Work**



**6-8 Projects  
every semester**



**Established in  
2009**



**Experience &  
Knowledge**

# ESB Student Consulting e.V. benefits

Gain real experience, grow your network and stand out from your peers. The ESB SC provides opportunities to develop and sharpen your skills.



1

## Soft Skills

Exclusive workshops with leading consulting firms, hands-on case studies, and targeted training in key soft skills such as presentation and rhetoric.



2

## Network

Connect with 100+ ambitious students across disciplines and expand your professional network through access to national and international corporate partners.



3

## Personal development

Work on diverse consulting and internal projects, gain hands-on business insights, and build practical experience that sets you apart in the job market.



4

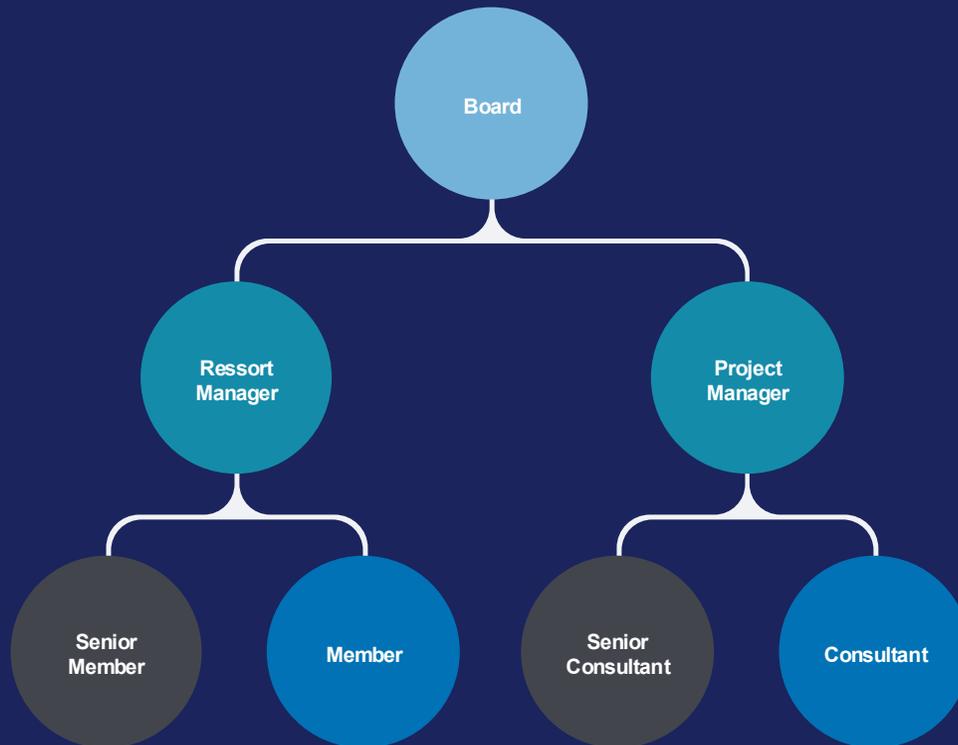
## Reference

Receive an official reference letter documenting your contribution and extracurricular commitment, strengthening your future applications.

# The ESB SCs organizational structure

Development of both personality and professional skills through a structured organization.

## Organizational Structure



## Level of Engagement

- **Board (elected, senior students)**
  - Developing a business plan
  - Implementing the firm's strategy
  - Leading business development efforts
  - Ensuring the delivery of high-quality client work
- **Manager (selected, experienced students)**
  - Managing client relationships
  - Overseeing project teams
  - Providing strategic guidance and advice to clients
  - Presenting recommendations to clients
- **Member (selected, entry level students)**
  - Conducting research and analysis
  - Identifying opportunities for clients
  - Collaborating with project teams
  - Developing recommendations to clients



# Our Departments for SS 2026

# The Department: Business Improvement & IT

“The BI & IT department focuses on the smooth running of internal and external processes and the management of the IT infrastructure. In addition, future innovations of the association always start in this department.”

## Skills for members

- Ready to learn new things
- Helpful, open, communicative
- Initiative, creativity
- Optional technical know-how (Excel, WordPress, HTML, SEO)

## Interests you should have

- Consulting processes
- Technical topics
- Hands-On Problem Solving

## Tasks you will do

- IT Management
- Improve Intranet of ESB SC
- Implement actual consulting processes
- Search for Project-Management Tool
- Set up PowerBI Dashboard

# The Department: Finance & Legal

“The F&L department ensures the future viability of the association with regard to all legal and financial issues.”

## Skills for members

- Conscientious, organized personality
- Attention to detail and accuracy
- Desire for responsibility
- Team player

## Interests you should have

- Implementation of legal requirements of association accounting
- Risk identification and minimization
- Exchange and cooperation with all departments & projects

## Tasks you will do

### Finance:

- Implementation of accounting
- Organization of taxation
- Automation of financial processes

### Legal:

- Check contracts and NDAs
- Adapt the association statutes
- Prepare for the future structures

# The Department: Lead & Account Management

“The LAM department is responsible for all project acquisition and customer relationship management, with the goal of setting new project applications for our successors.”

## Skills for members

- Communicative skills (many client touchpoints)
- Basic sales skills - convincing the client
- Able to motivate people and set clear target indices
- Professional appearance

## Interests you should have

- Account Management
- Customer Relation Management
- Salesforce
- Working with LinkedIn

## Tasks you will do

- Contacting existing leads
- Creating new leads
- Source new projects for the WS26/27
- Manage workshops

# The Department: Marketing & HR

“Marketing strengthens the association’s image and awareness, while Human Resources fosters a positive culture through events and supports the well-being and development of members.”

## Skills for members

- Responsibility
- Enjoy organization and communication
- Team player & open personality
- Problem-solving-mindset
- Very good written German & English
- Creativity & first experiences in designing

## Interests you should have

### Marketing:

- Content creation
- Corporate communications
- Tools: Canva / PowerPoint

### Human Resources:

- Event management
- Teambuilding and socializing
- Enthusiasm for further development

## Tasks you will do

### Marketing:

- Social Media Management
- Goodies and merch orders
- Marketing strategy

### Human Resources:

- Organizing events
- Driving club culture further



# Our Projects for SS26

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# HR-Strategy

Project No. 01

## Candidate Profile

- Analytical mindset for complex organizational structures
- Fundamental business administration knowledge and strategic thinking
- High interest in developing international HR strategies
- Conceptual skills for designing standardized recruitment processes
- Basic understanding of digital HR tools and automation

## About the Project

- Design of a centralized European recruitment service hub
- Standardizing end-to-end hiring processes for international subsidiaries
- Developing global operating models and digital automation strategies
- Creating collaborative frameworks for networking regional hiring centers

# Market Entry Strategy

Project No. 02

## Candidate Profile

- Analytical mindset for market entry and competitive analysis
- Fundamental business administration knowledge and strategic thinking
- High interest in digital product strategy and software business models
- Conceptual skills for designing pricing and distribution frameworks
- Basic understanding of SaaS models and digital ecosystem dynamics

## About the Project

- Development of a Go-to-Market strategy for a keyless smart access solution in the residential and commercial building sector
- Analysis of value proposition, pricing models and distribution channels for a hardware-to-software business transition
- Competitive benchmarking and user research (interviews, surveys, mock-ups)
- Derivation of actionable recommendations including app wireframes and sales templates

# Event Development Strategy

Project No. 03

## Candidate Profile

- Analytical mindset for complex market and competitive environments
- Fundamental business administration knowledge and strategic thinking
- High interest in developing strategies for cultural and creative industries
- Conceptual skills for designing data-driven decision frameworks
- Basic understanding of marketing efficiency and audience targeting

## About the Project

- Analysis of current market positioning and competitive landscape of a European design trade fair
- Evaluation of existing target groups and their expectations towards the event format
- Identification of optimization potentials within the current event concept
- Development of strategic options and actionable recommendations for long-term viability

# Robotics Market Study

Project No. 04

## Candidate Profile

- Analytical mindset for market structures
- Fundamental business administration knowledge and strategic thinking
- Strong interest in market research and analysis topics
- Motivation to develop and conceptualize a business plan
- Ability to translate data into actionable insights
- Strong problem-solving skills
- Basic understanding of AI tools for analysis

## About the Project

- Conducting market research and analysis, including market segmentation
- Analysis of the competitive landscape
- Internal analysis for further strategy development
- Development of a business plan for market entry

# 3D Design Strategy

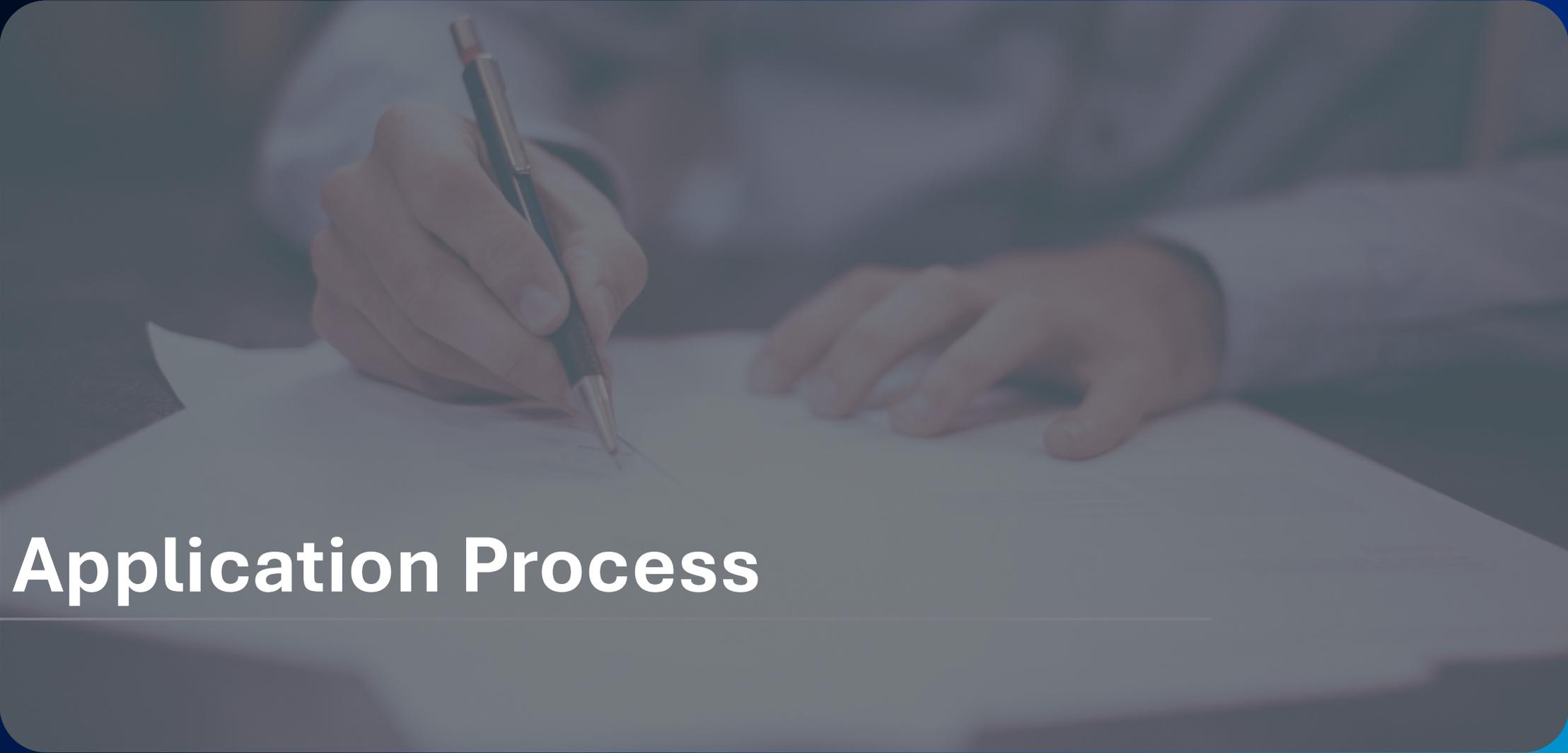
Project No. 05

## Candidate Profile

- Strong analytical capabilities and structured problem-solving skills
- Interest in digital manufacturing, innovation, or emerging technologies
- Ability to translate complex problems into clear frameworks and strategic recommendations
- Independent working style combined with strong teamwork and communications skills
- Basic understanding of business case development, pricing models, or go-to-market strategies

## About the Project

- Strategic evaluation of a potential pre-production engineering service
- Structured analysis of the competitive landscape and differentiation potential
- Identification and prioritization of attractive target customer segments
- Development of an indicative service logic and pricing model
- Creation of a decision-ready business case



# Application Process

# Application process in SS26

After an initial CV review and subsequently convincing Assessment Center to start at ESB Student Consulting for First-Hand Consulting Experience.

## ESB SC's selection process from Info-Session to Kick-Off in March

1. Get latest information by joining our info sessions
  - Latest updates about upcoming dates
  - Detailed information about selection process
2. Apply on our website
  - Easy online-application @ [jobs.esbstudentconsulting.de/](https://jobs.esbstudentconsulting.de/)
3. Select a date for the Assessment Center
  - Choose 1 of 2 dates for your interview with our recruiting team
4. Receive feedback from Admissions Committee
  - Based on predefined selection criteria, the admission team selects max. 30 consultants
5. Join our Kick-Off
  - Experience your first insights in Consulting @Kick-Off Meeting with our partner Accenture

## Overview of Deadlines

- **Info Sessions:**
  - 04.03.2026 – Manager
  - 09.03.2026 – Manager & Consultants
  - 17.03.2026 – Consultants
- **Deadline Application Managers:**
  - 11.03.2026 23:59 o'clock
- **Deadline Application Consultants / Members:**
  - 18.03.2026 23:59 o'clock
- **Dates of Assessment Center:**
  - 12.03. – 13.03.2026 (Manager, online)
  - 21.03. – 22.03.2026 (Consultants & Members)
- **Kick-Off @ESB with Accenture:**
  - 30.03.2026 (time to be announced)



# Selection Criteria: Project / Ressort Manager

For becoming a Manager at ESB Student Consulting.

Criteria	Impact	Must Have
1 Experience in project related work	HIGH	YES
2 Basic knowledge in business administration, strategy and finance	HIGH	YES
3 Structured and analytical thinking	HIGH	YES
4 Communication Skills	HIGH	YES
5 Reliability	HIGH	YES
6 Conflict management	HIGH	YES
7 Time Management	HIGH	YES
8 Experience Semesters @ESB Student Consulting e.V.	MEDIUM	OPTIONAL
9 Specific Consulting Experience	MEDIUM	OPTIONAL

# Our Agenda for the Assessment Center Day

From introduction to Q&A within 30 minutes – an interactive assessment to get to know you and your skills.

**Get to know us**  
1 Minute

**Self-Presentation**  
5 Minutes

**Personal-Fit**  
6 Minutes

**Brainteaser**  
10 Minutes

**Q&A**  
8 Minutes



# Q & A

Thanks for your attention!

Feel free to ask any question 😊

