**TIBBS Career Blitz Career Profile Questionnaire**

1. Please provide your name and employer:  
     
   Megan Schutzbach-Horton, Kx Advisors
2. What is your current title and how long have you worked in your current job?   
     
   Senior Consultant, 1 year 3 months (have been at Kx for over 2 years though)
3. Where did you get your PhD and what discipline was it in?   
     
   UNC! Organic chemistry
4. Did you do a postdoc?   
     
   No
5. What are your main daily responsibilities?   
     
   Short answer: It varies wildly.  
     
   Longer answer: Your daily tasks depend on what type of project you’re staffed on, where you’re at in the project, how big your project team is, etc.  
     
   Some common tasks include:

* Drafting interview guides or slide decks for clients
* Conducting primary research with physicians, patients, or other experts
* Conducting secondary research to better understand the industry, technology, competitors, etc.
* Supervising more junior team members and reviewing their work
* Participating in recruiting efforts (e.g., interviewing candidates, attending career fairs, etc.)
* Drafting proposals to share with potential clients
* Sitting on internal committees

1. What are the keys to success in your career field?   
     
   Curiosity: Your job is to collect data and insights to answer the questions your client has presented you with. Often times, you have to dig and dig to uncover the truly valuable insights, so it’s extremely important to stay curious and willing to continue searching for the information you need.  
     
   Creativity: The problems/questions a client comes to you with are rarely straightforward. You typically don’t have all the pieces of the puzzle, and there can be quite a bit of ambiguity involved. As a result, you often have to get creative with your approach to collecting the necessary information to answer the questions.
2. What were the most important factors in choosing your career path and current employer?   
     
   I wanted a job where I wouldn’t get bored, and that’s certainly the case with consulting. I work in any sector of the healthcare space you could imagine, and no two projects are ever close to being the same.  
     
   I chose Kx because of the minimal travel and because of the firm size. I wanted to establish relationships with leadership, and I had concerns about being able to do that at a large firm.
3. What activities (if any) did you participate in that helped you be successful in obtaining your job?   
     
   I got involved with GBCC, and that was the best decision ever! I co-led the case practice group and was part of CG2, and both of these experiences were great to talk about in interviews.
4. What 1 or 2 pieces of advice do you have for people who want to land a job like yours?  
     
   Stick with it! Consulting is a competitive field, and just because you hear “no” from a handful of firms doesn’t mean you’re not cut out for it. Most of the time, it’s a real struggle to choose which candidate to offer a job to, as the majority are more than qualified.
5. How is the work/life balance in your career field and how much of a factor was that in your career choice?  
     
   It varies. Sometimes you’re able to sign off early, and other nights can get quite late. I think you have to be intentional about preserving work/life balance and manage your time in a way that allows you to sign off at reasonable hours whenever you’re able. Now that I have a 4-month old, I’m very strict about time management and blocking off family time on my calendar to let my teams know that I’m unavailable.  
     
   Consulting is not typically a career that people go into if they want stellar work/life balance. You need to be okay with some longer hours and late nights.