

ESB Student Consulting e.V.

Manager/Consultants Info Session 09/03/2026

Summer Semester 2026

Agenda

Manager/Consultants Info-Session

Online via Teams

Topic	Info	Presented by
1 Association	Get to know our club	Fabian Welte
2 Departments	Meet the structure that holds our team	Fabian Welte, Linda Lewand
3 Projects	Choose the ideal project for you	Fabian Welte, Linda Lewand
4 Application	Quick intro into our simple application process	Fabian Welte
5 Assessment Center	Overview of our selection process	Fabian Welte
6 Q & A	Get the answers to your final questions	All

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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Laura Mattern
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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**



**5-8 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

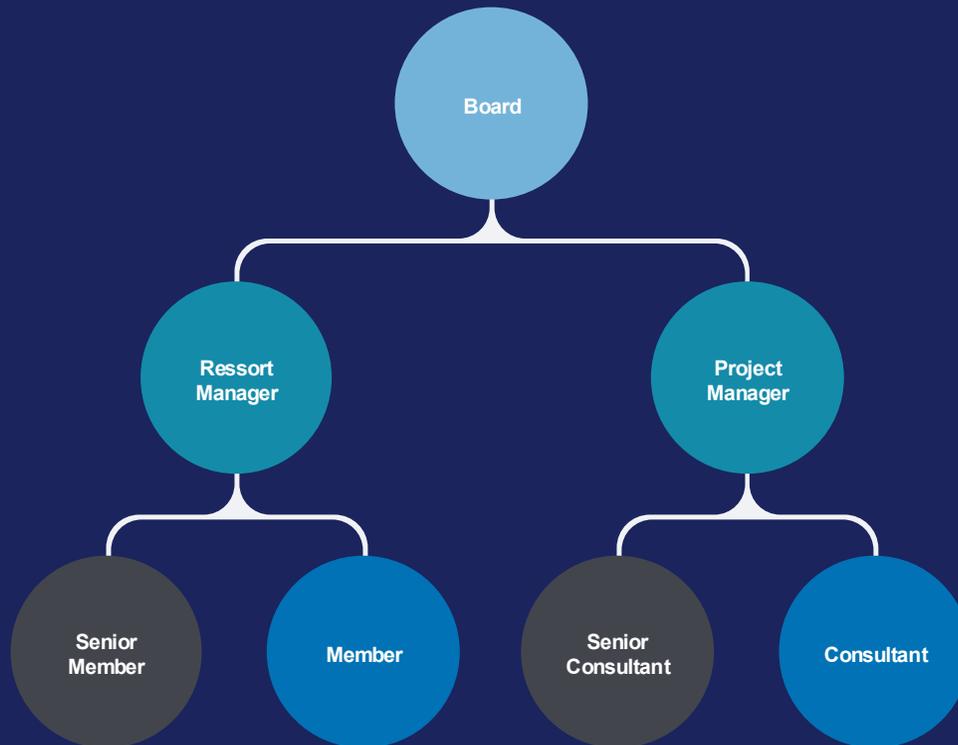
Reference

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 SS26

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 & Events

“Marketing strengthens the association’s image and awareness, while Events bring members together and strengthen the community.”

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

Events:

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

Tasks you will do

Marketing:

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

Events:

- Organizing events
- Driving club culture further



Our Projects for SS26

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

- Architect the blueprint for a high-performing European Recruitment Hub based in Poland
- Standardize end-to-end hiring processes for all international subsidiaries
- Drive digital innovation by evaluating HR automation tools
- Shape global operating models to connect hubs worldwide strategically
- Define roll-in requirements and service catalogs for a future-oriented workforce

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

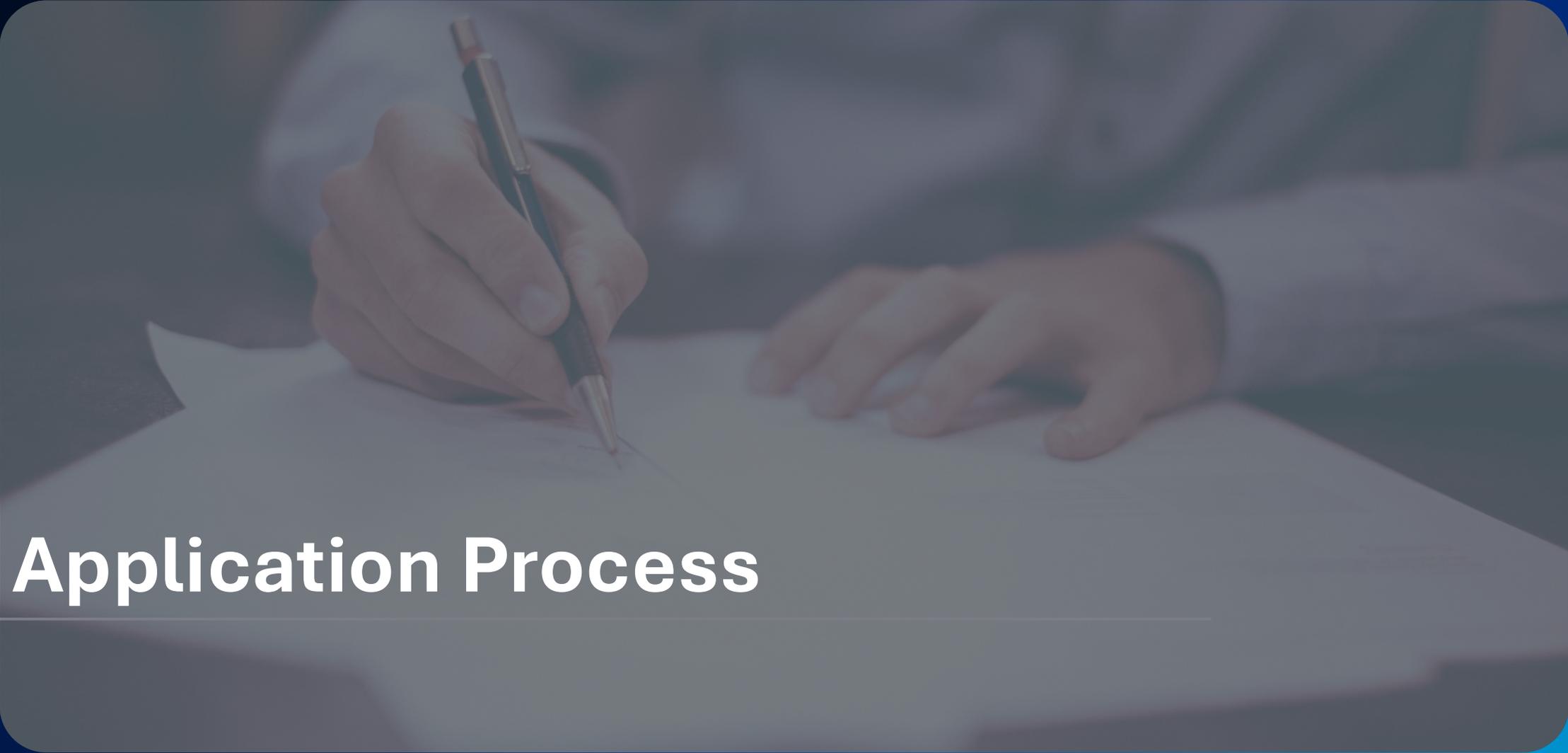
Project No. 05

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

A photograph of a person's hands writing on a document with a pen. The image is overlaid with a semi-transparent dark blue filter. The person is wearing a light-colored shirt. The pen is black with a silver tip. The document is white and has some faint lines on it.

Application Process

Application process in SS26 | Manager

After an initial CV review and a subsequent successful Assessment Center, starting 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/
 - **2-4 Slides** about “Who you are” and answering the question “Which innovative strategies can we implement to effectively attract and inspire the most motivated students at Reutlingen University to join ESB Student Consulting?”
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 / Resort 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

Agenda for the Assessment Center Day online I Manager

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

Application process in SS26 | Consultant

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 - Detailed information about selection process
2. Apply on our website
 - Easy online-application @ jobs.esbstudentconsulting.de/
 - **1-3 Slides** about "Who you are"
3. Select a date for the Assessment Center
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- **Kick-Off @ESB with Accenture:**
 - 30.03.2026 (time to be announced)

Selection Criteria: Consultant / Member

For becoming a Consultant / Member 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

Agenda for the Assessment Center Day at Campus I Consultant

From introduction to Q&A within 40 minutes – an interactive assessment to get to know you and your skills.

Get to know us
1 Minute

Group Case Study
20 Minutes

Individual Feedback
10 Minutes

Power Point
5 Minutes

Q&A
4 Minutes



Q & A

Thanks for your attention!

Feel free to ask any question 😊

