

My Working Week Sunday Business Post

By Paul O'Grady, Senior Consultant, Prospectus Strategy Consultants

Q. What are the main responsibilities of your job?

Working with companies and public sector organisations to develop strategies or address strategic issues.

Q. How many hours do you work, on average, each day?

9 -10 hours on average but it varies considerably depending on the type of project, stage in the project and client you are working with at the time.

Q. How long have you held the position?

I worked for an investment bank in London and a big five consultancy before joining Prospectus just over a year ago.

Q. What prompted you to change jobs over the years?

Each move was motivated mainly by the need for a new challenge and the opportunity to learn more. One of the advantages of working for a smaller specialist independent consultancy is that you see and feel the benefits of the work you put in to develop the business.

Q. What is the worst/most frustrating aspect of your current job?

The hours can be very demanding.

Q. Did your academic background prepare you for working life?

My academic studies (BA in Economics at UCD and an MSc in Investment and Treasury at DCU) didn't fully prepared me for working life but both have definitely been extremely useful throughout my career.

Q. What four words would you use to describe your work style?

Dedicated, organised, client focused.

Q. What is the biggest challenge you have faced in your working life to date?

Making the transition from a big 5 consultancy to Prospectus, where you can't rely on a brand name and you have to really add value for you clients.

Q. What are your main motivators?

To learn something new from each project and trying to ensure that the work I do has a real impact.

Q. Are these the same factors which motivated you two or three years ago?

No, when I started in consultancy I was more concerned with just delivering what was needed in each project rather than pushing myself to deliver more for clients.

Q. Whom do you most admire in Irish Industry and why?

Chris Horn, for developing Iona into a global technology player and encouraging others to do the same.