

# BLACKMONT CONSULTING

Start a Branch

2026

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# 01

## A student led consultancy that advises for free

Founded in 2020 at Lancaster University, now in 21 branches worldwide

**21**
branches worldwide

**700+**
active members across our branches

**500+**
projects delivered since 2020

**80+**
countries represented in our teams

**8**
weeks from kickoff to final presentation

### Who we help

- Startups and first time founders
- NGOs, nonprofits and social enterprises
- Established companies exploring growth

### What we deliver

- Market research, go to market and growth strategy
- Fixed eight week engagements with weekly client contact
- Advice and strategy, never implementation

### What it costs

- Nothing for clients: every project is pro bono
- Student consultants led by a Project Manager and a Strategic Advisor
- Led by students, supported by senior advisors

**Strategic partners: Global Career Development Centre and AETE, who strengthen recruitment and reach.**

# 01

## From one university project to 21 branches worldwide

Our growth since November 2020

| 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 |
|---|---|---|---|---|---|---|
| **Founded** | **First projects** | **Rapid growth** | **Madrid launch** | **Branch model** | **15 branches** | **21 branches** |
| • Launched in November at Lancaster University<br>• A student led platform built to scale | • 3 client projects delivered<br>• Founding team of 18 consultants | • 7 additional projects<br>• 42 more consultants<br>• First work in India | • 6 new projects<br>• 36 more consultants<br>• Stronger delivery capacity | • Moved to local branches<br>• 52 projects delivered<br>• 200 consultants in the network | • Asia Pacific expansion and Cyprus opening<br>• 154 projects delivered<br>• 672 members joined | • Gothenburg opens as the 21st branch<br>• Targets: 175 projects and 850 consultants |

**2026 ambition: 24 branches worldwide, with new openings in priority growth markets.**

# 01

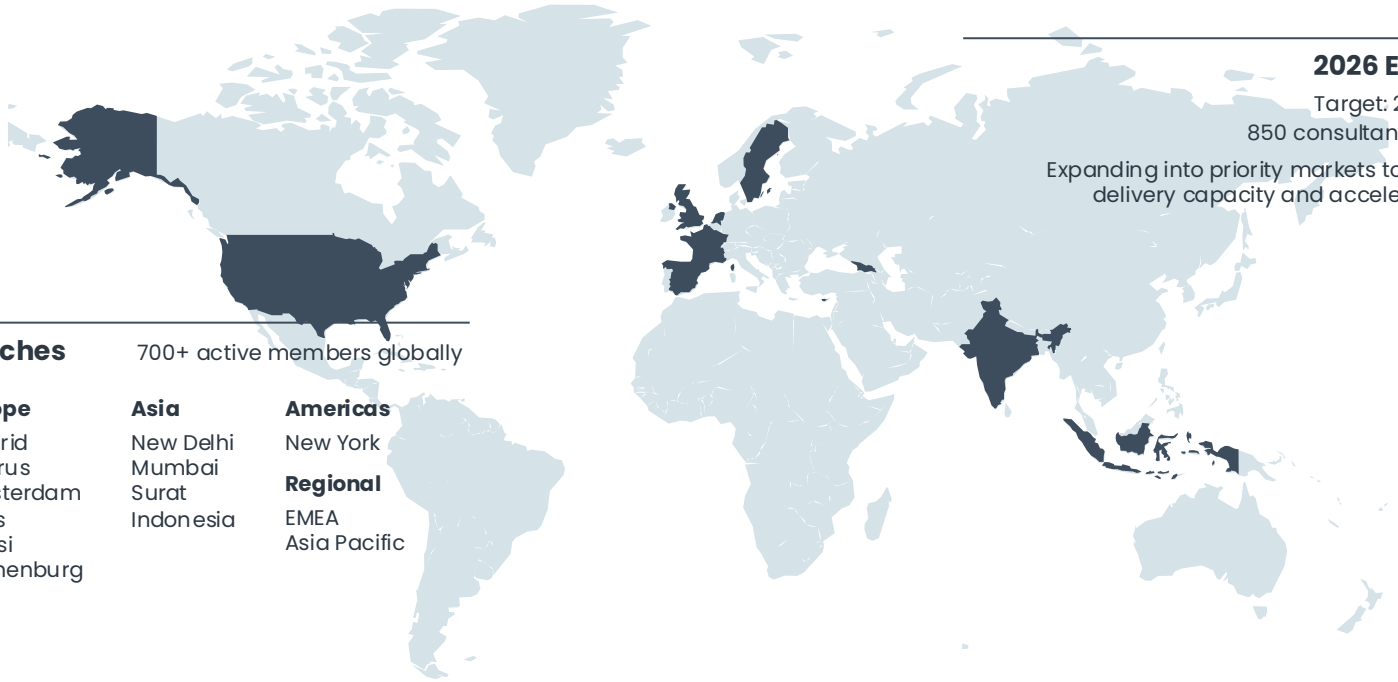
## Five strengths make Blackmont a strong platform to lead

What a new branch inherits from day one

| | | |
|---|---|---|
| 1 | **Accessible advisory model** | High quality consulting support without the overhead of traditional firms, so more organisations can test ideas and decide with confidence. |
| 2 | **Global talent, local execution** | Teams across regions and cultures bring market awareness and adapt to local customers, industries and geographies, to one consistent standard. |
| 3 | **End to end project execution** | Clear scoping, defined milestones and quality checks give clients practical outputs and measurable progress they can act on immediately. |
| 4 | **Long term client value** | We focus on continuity and repeatable value, with follow through that strengthens organisations well beyond a single project. |
| 5 | **Large student led talent network** | A large, flexible network lets us staff teams quickly and run several workstreams at once, whatever the scope. |

# 02

# Branches at Blackmont: **Global Branch Network**



## 2026 Expansion

Target: 24 branches
850 consultants projected

Expanding into priority markets to strengthen delivery capacity and accelerate growth

**Present: 21 branches**

700+ active members globally

**UK**
London
Manchester
Cambridge
Oxford
Aberdeen
Leeds
Birmingham
Edinburgh

**Europe**
Madrid
Cyprus
Amsterdam
Paris
Tbilisi
Gothenburg

**Asia**
New Delhi
Mumbai
Surat
Indonesia

**Americas**
New York

**Regional**
EMEA
Asia Pacific

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02

# Every branch runs on three departments

Members commit a few hours a week to the function that fits them

## Business Development

### Owns client acquisition and project sourcing

Drives branch growth by sourcing client projects across startups, SMEs, NGOs and mission led organisations. Builds a high quality pipeline, local partnerships and regional expansion.

**About 5 hours a week**

Qualifying opportunities and supporting project acquisition

## Human Resources

### Builds talent capacity and maintains standards

Builds and sustains branch capacity through recruitment, onboarding and internal coordination, so the branch always has the right people to deliver.

**4 to 5 hours a week**

Keeping consistency, performance and scalability

## Consulting

### Delivers project outcomes and client value

Delivers client engagements through research driven analysis, structured problem solving and actionable recommendations. Projects run for 8 weeks, supported by a Project Manager.

**10 to 12 hours a week**

Supporting delivery and client outcomes

**Branch Managers lead all three teams and report directly to the CEO.**

# 03

## Opening a branch takes four steps from idea to launch

Open to students and recent graduates worldwide

### Explore and plan

- Review our mission, values and branch model
- Define your location, leadership team and initial structure
- Outline your recruitment approach and early project opportunities

### Submit application

- Complete the Start a Branch form on our website
- Share your details clearly for structured review
- Receive confirmation of next steps and timelines

### Present proposal

- Present your plan to our Expansion and Executive team
- Cover strategy, leadership, target market and launch timeline
- Share recruitment goals and your initial project pipeline

### Approval and launch

- Receive a formal decision and onboarding guidance
- Align on delivery standards, governance and launch requirements
- Activate your branch with structured support and checkpoints

**Who can apply**
Students and recent graduates worldwide

**Minimum commitment**
One year as Branch Manager under our Loyalty Commitment Policy

**Opening deposit**
A refundable deposit of £250, returned after your first year

# 03

# Branch Managers commit to one year of leadership

Requirements and obligations for every new branch

## What we ask of you

### Loyalty Commitment Policy

Manage the branch for a minimum of one year, providing stability and dedicated leadership during the crucial first phase.

### Opening deposit

A refundable deposit of £250, returned after your first year as Branch Manager.

### Monitoring and evaluation

Set up a system to track branch performance against key performance indicators, with regular evaluations to guide improvement.

## What you will do

### Team leadership

Manage and motivate the HR, Business Development and Consulting teams, and keep everyone aligned with our goals.

### Strategy development

Shape and carry out the branch plan so it supports the objectives of the wider firm.

### Communication

Keep communication open and clear inside the branch and with headquarters.

# 03

## Leading a branch builds ownership and career momentum

Five benefits for the students who lead our branches

### 01 Leadership and ownership

End to end ownership of building and leading a team. You shape strategy, execution and local delivery, and build decision making and accountability.

### 02 Stakeholder network

Opening a branch widens your exposure to local clients, partners and stakeholders, creating credibility, referrals and career opportunities.

### 03 Career acceleration

Leading a branch shows strategic thinking, initiative and the ability to deliver through others, which strengthens applications to graduate roles.

### 04 Broad skill development

Running a branch builds capability across recruitment, team management, operations, marketing and delivery oversight.

### 05 Visibility and impact

High performing branch leaders gain access to senior support, broader initiatives and future executive opportunities within Blackmont.

**Lead. Build. Grow.**

Branch leaders gain real ownership experience in a global organisation.

# THANKS

Start your application on our website.

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blackmontconsulting.com

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