



# START A BRANCH

Blackmont Consulting

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Application

An aerial photograph of New York City, showing the dense urban landscape of Manhattan. Central Park is visible in the lower right, and the Hudson River is on the left. The image is partially obscured by a large number '01' on the left side.

# 01

## **BLACKMONT CONSULTING**

Founded in 2020, we focus on helping organizations across the private, public, and social sectors create the change that matters most to them.

# OUR NUMBERS

## CLIENTS

**>16**

India, Spain,  
UK & France

## BRANCHES

**4**

London, New Delhi  
Madrid, Manchester

## CONSULTANTS

**>81**

EMEA, APAC  
& AMER

BlogMont  
Blackmont Challenge

SCHOLARIDE  
CONSULTING

HR, Deals,  
Marketing & Blog

**>18**

## PROJECTS

**1**

## PARTNERS

**>110**

## MEMBERS

# PRESENT FUTURE

## PRESENT

The firm is currently flourishing with dual branches in the UK and Spain, facilitating a broad geographic reach. A team of 40 active consultants contributes to the firm's operational strength and expertise. Furthermore, a strategic partnership has been forged, amplifying collaborative potential. Internally, the firm is driving innovation with two active projects, a blog initiative, and The Blackmont Challenge, showcasing its commitment to both knowledge sharing and internal development.

## FUTURE

In the upcoming year of 2024, the firm is ambitiously planning to broaden its global footprint by opening 10 new branches, marking a significant expansion into new continents. This strategic move aligns with the goal of increasing the organization's presence on a global scale. To support this growth, the firm plans to intensify its workforce by recruiting 140 consultants, emphasizing a commitment to building a robust and diverse team. This forward-looking approach underscores the firm's dedication to sustained expansion and success in the evolving business landscape.





# WHY START A BRANCH?

02

# BENEFITS OF OPENING A BRANCH

1

## ENTREPRENEURIAL GROWTH

Opening a branch offers the individual a unique opportunity for entrepreneurial growth and leadership. Managing a branch allows for autonomy and the chance to make strategic decisions, fostering a sense of ownership and accomplishment.

2

## NETWORK EXPANSION

Opening a branch builds connections with local businesses, clients, and stakeholders, expanding both professional and personal networks. These valuable connections can be leveraged for future collaborations, partnerships, or career advancements.

3

## CAREER ADVANCEMENTS

Successfully establishing and running a branch can significantly enhance an individual's career trajectory. It demonstrates leadership skills, strategic thinking, and the ability to drive business expansion, making them a valuable asset for future career opportunities.

4

## SKILLS DIVERSIFICATION

Managing a branch requires a diverse skill set, including human resources, marketing, operations and more. Individuals involved in opening a branch can diversify their skills, making them more versatile and adaptable in the ever-changing business landscape.

5

## NETWORK

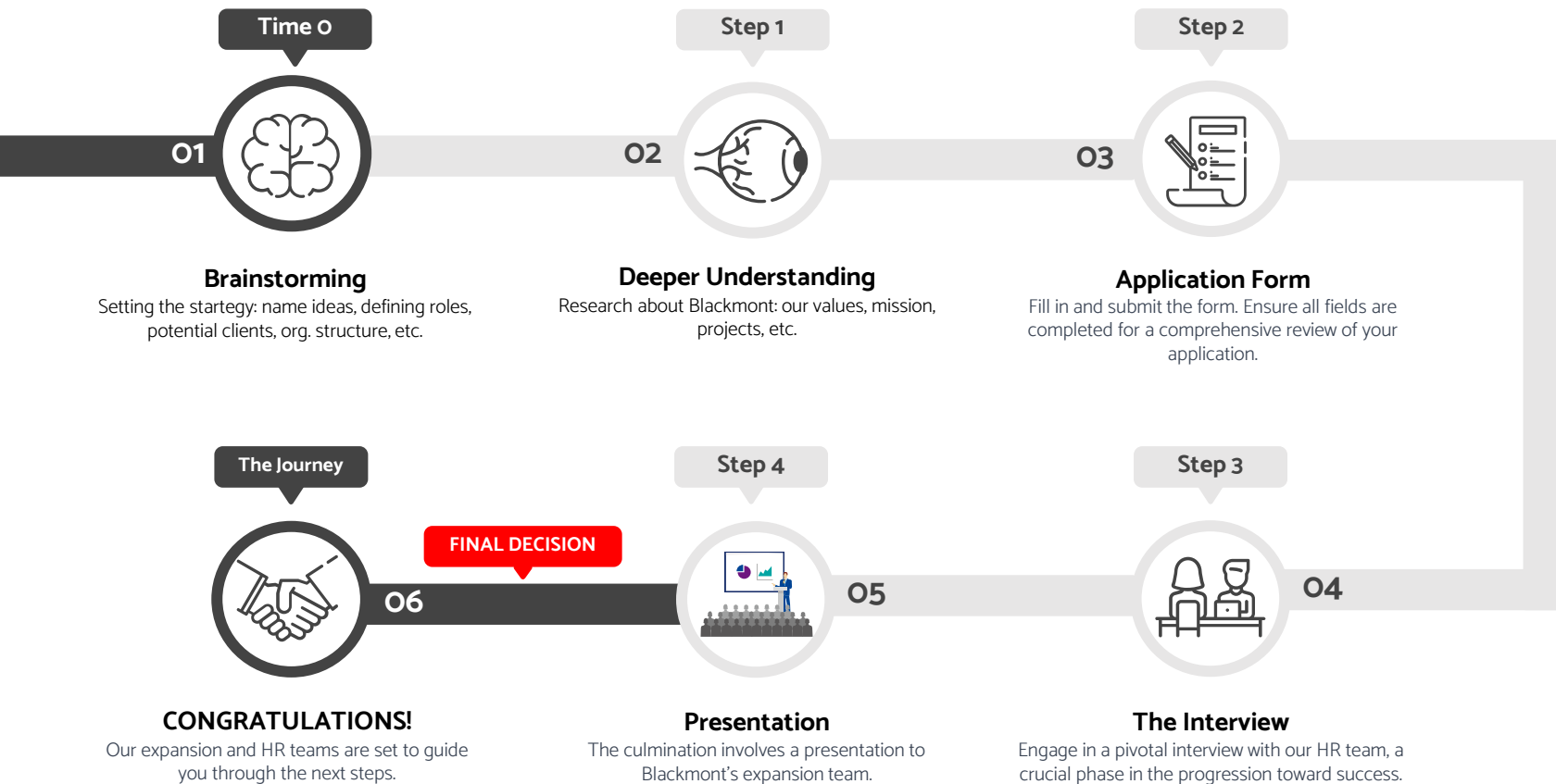
Successfully opening and running a branch can lead to increased recognition and visibility within the organization. This visibility may open doors to additional opportunities, such as involvement in high-profile projects, participation in strategic decision-making at the corporate level, or even consideration for executive leadership roles in the future.

# OPENING A BRANCH



03

# APPLICATION



**1**

## **BRAINSTORMING**

The team defines key roles, outline target client profiles, and structure the organization to ensure seamless operations and client satisfaction. This collaborative process lays the foundation for a well-planned and strategically positioned branch.

**2**

## **DEEPER UNDERSTANDING**

In the second phase, the focus shifts to gaining a deeper understanding of the organization, delving into its core values, unique strengths, and operational intricacies. This involves thorough analysis of internal processes, and data exploration to inform a comprehensive strategy tailored to the organization's distinct identity and objectives.

**3**

## **APPLICATION FORM**

The implementation begins with the completion of an application form, where essential details are provided to initiate the formal process. This serves as a foundational step, facilitating the organization's official entry into the next stages of the branch creation.

**4**

## **HR INTERVIEW**

Candidates undergo a comprehensive assessment to evaluate their suitability for the position. The interview explores their qualifications, experience, and alignment with the organization's values, ensuring a strategic fit for the prospective branch.

**5**

## **PRESENTATION TO EXPANSION TEAM**

A comprehensive presentation is crafted, outlining key elements considered for the new branch. Including the organizational structure, defined roles, potential client profiles, and a strategic overview. The presentation serves as a culmination of thorough planning and analysis, providing a roadmap for successful implementation and growth.

# 1

Opening a branch for Blackmont Consulting involves several key requirements:

1. **Loyalty Commitment Policy:** The branch founder will be tasked with the responsibility of managing the branch for a minimum duration of one year, providing stability and dedicated leadership during the crucial initial phase of establishment.
2. **Initiation:** Upon submission of the form, successful branch applicants will proceed to attend interviews and initial sessions with the expansion team, marking the next steps in the onboarding process.
3. **Market Research:** Conduct thorough market research to identify the demand for consulting services in the target area. Analyse competitors and assess the potential client base.
4. **Monitoring and Evaluation:** Establish a system for monitoring the branch's performance against key performance indicators (KPIs). Conduct regular evaluations to make informed decisions for ongoing improvement.

## REQUIREMENTS

# 2

As the **Founder & Managing Director** of your new branch you will have to keep up with a number of conditions to maintain the branch active.

This conditions include:

1. **Internal team recruitment:** (HR, Consulting and Deals).
2. **Objective:** Reach a minimum of 1 Project / month within the branch.
3. **Team Leadership:** Manage and inspire teams in HR, Deals, and Consulting, fostering collaboration and ensuring alignment with organizational goals.
4. **Operational Oversight:** Supervise day-to-day operations, optimizing efficiency, and maintaining high-quality standards in consulting services and deal negotiations.
5. **HR Management:** Spearhead HR initiatives, including recruitment, employee development, and performance management, to cultivate a skilled and motivated workforce.
6. **Client Relationship Management:** Build and nurture client relationships, ensuring satisfaction and identifying opportunities for business growth.
7. **Strategy Development:** Contribute to the formulation and execution of strategic plans, aligning with the overall objectives of the consulting firm.
8. **Communication:** Facilitate transparent and effective communication within the branch and with headquarters, ensuring a cohesive and informed working environment.
9. **Performance Metrics:** Establish and monitor key performance indicators (KPIs) to assess the branch's performance and drive continuous improvement.
10. **Problem Resolution:** Address challenges promptly, providing strategic solutions to overcome obstacles and enhance overall branch performance.

# THANKS

Follow the application process.  
Apply through our website.

[info@blackmontconsulting.com](mailto:info@blackmontconsulting.com)  
[blackmontconsulting.com](https://blackmontconsulting.com)

An aerial photograph of a winding asphalt road that curves through a dense, green forest. The road is light gray and has white dashed lines marking the edges. A small, dark-colored car is visible on the road, positioned in the upper left quadrant. The forest is thick with various shades of green trees. The overall scene is captured from a high angle, looking down on the landscape.

**Blck.**