

## » JOB DESCRIPTION



### About APT

**APT is a rapidly growing strategic consulting and Software-as-a-Service company with offices in Washington D.C., San Francisco, London, and Taipei. With a powerful analytic software platform at its heart, APT is revolutionizing the way Fortune 500 companies think of developing their business strategy. APT's client portfolio boasts the world's best known brands including Starbucks, Kraft, Staples, Lowe's, Subway, Wells Fargo, Victoria's Secret and the InterContinental Hotels Group. APT was featured in the Harvard Business Review for being the pioneer in bringing the principles of scientific experimentation into the business universe.**

### What does APT do?

APT helps senior executives of consumer-facing organizations make investment decisions that can drive millions of dollars in increased profits. We work with our clients to build their key strategies, guiding corporate decisions including:

- We're considering investing hundreds of millions of dollars in rolling out the "store of the future" across our chain – what impact will our investment have on store sales?
- A supermodel / sports celebrity endorsement costs us tens of millions of dollars per year – is it worth it for us to continue the endorsement?
- We've got a new menu item that we believe will rapidly grow in popularity into being a signature dish. Should we promote this concept in a snack size on our dollar menu or in a full size as part of a combo meal?

- Do sponsored ads alongside Google search results drive off-line sales in brick-and-mortar stores?

APT answers these high stakes questions through a powerful combination of analytically-driven strategy consulting and enterprise software.

### What will I do at APT?

Given APT's entrepreneurial environment, Business Consultants will play a substantial role on multiple client teams. In this setting, you will learn quickly and be exposed to diverse industries, gaining the experience to lead key client engagements. Responsibilities will include building strong relationships with client team members, identifying business issues, and playing a central role in analyses that drive high-value decisions. At APT, you are expected to not only have a tremendous impact in transforming our clients, but also a leading role in shaping APT's future.

### Are you interested in *strategy consulting*?

If you are looking for the career opportunities of a high growth startup with the stability of a profitable organization, then APT could be the right place for you. Founded in 1999 and funded by Accel-KKR in 2006, APT is actively seeking candidates to drive APT's rapid growth.

### What does this mean for you?

- A tangible stake in a rapidly growing and successful firm
- Collaboration with exceptional peers who are passionate about what they do
- Flexibility to work on many new and challenging projects
- An immediate opportunity for increased responsibility, leadership, and professional growth
- A dynamic environment where you will have an impact and make an immediate difference
- Committed mentoring and training by an experienced management team

### Ideal Candidate Qualifications

- Demonstrated analytical/quantitative skills
- Inquisitive, with an aptitude for problem-solving
- Highly motivated, self-directed, hard-working professional
- Superior academic record at a leading national university

**For more information** visit our website [www.joinapt.com](http://www.joinapt.com). Candidates from APT's core campuses should submit through the relevant e-recruiting program at their schools.



Abercrombie &amp; Fitch

BARNES & NOBLE  
BOOKSELLERS

VICTORIA'S SECRET

**Name:** Leah**Title:** Engagement Manager**Education:** B.S. Systems Engineering  
University of Virginia (2009)**Why APT?**

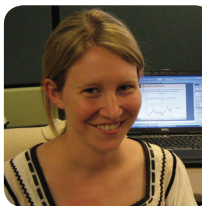
APT offers a very unique and rewarding experience for its consultants. BC's at APT have several clients and responsibilities at all times, creating a job where the work is new and challenging every day. From working sessions with senior APT executives, to daily helping clients solve their most pressing business problems, BC's play critical roles on all of their client engagements. Also, APT's data-driven approach to business analysis and the way we maintain long-term client relationships are unique to the industry. Finally, APT is full of intelligent, creative, hard-working individuals, which makes for a very stimulating, team-work environment.

**Name:** Ferris**Title:** Business Consultant  
and Former Intern**Education:** A.B. Economics and Computer  
Harvard University (2011)**Why APT?**

As an intern, I saw firsthand the great things about APT before I joined. I was impressed by the caliber of my coworkers: brilliant, dedicated and most of all friendly; and excited by the responsibility I was given: by my second day I was leading an analysis for an important client, and by my second week I was flying out to meet them. APT has everything I could want in a consulting firm: engaging work, amazing peers, and a bright future. Join us!

**Name:** Andy**Title:** Business Consultant**Education:** B.S. Economics A.B. Religion  
Duke University (2009)**Why APT?**

Choosing APT was a no-brainer for 3 major reasons. First, I was particularly drawn to the data-centric and highly analytical approach to solving business problems. Second, our business model to partner with clients to empower them to do great analytics themselves embodies the notion that teaching a man to fish is far better than giving him a fish. And finally, APT offers a unique opportunity to join a small, growing firm where you are given substantial responsibility and opportunity to make a material impact early in your career.

**Name:** Lisa**Title:** Principal**Education:** B.S. Science,  
Technology & Society Stanford (2004)  
M.S., Technology and Policy  
ESD MIT (2008)**Why APT?**

I chose APT largely because it offered the aspects of consulting that I was excited about (helping companies across industries to solve many of their hardest problems), without the downsides (spending more time in a hotel room than at home in San Francisco). I also couldn't pass up the atmosphere that I found when visiting APT. The culture is collaborative and flexible, and also very cohesive since we are all working towards the same thing - the success of a rapidly growing company.

*APT employs a diverse team. Many team members have joined APT from world class organizations such as: BCG, McKinsey, Oliver-Wyman, Bain, and Microsoft. While APT targets candidates who have succeeded at the nation's foremost institutions (MIT, Stanford, Harvard, University of Pennsylvania, UVA, Princeton, Dartmouth, Carnegie Mellon, Duke, UC Berkeley, Cornell and Yale), we welcome applicants who can demonstrate the skills to become part of our team.*