

NJC

NOVA
JUNIOR
CONSULTING

By Nova SBE

Corporate Presentation
Fall 2023



“

Nova Junior Consulting (NJC) is Nova School of Business and Economics' student-run consulting firm. We specialize in providing strategic, financial and management consulting services by offering our clients the knowledge and skills we develop at Nova SBE, Portugal's top Business School.

”

Why Nova Junior Consulting?

Nova School of Business and Economics

- #1 Business School in Portugal
- #1 Masters in Finance; Economics; Management in Portugal (FT Ranking 2021)
- +40% International students
- Triple-crown accreditation



Partners

- 6 Nova SBE professors guide our work through our Advisory Board
- 2021 JE Quality Accreditation
- Distinguished Learning Partners



Top Talent

- 200+ Alumni Network
- 60+ Recent placement in top-tier consulting firms
- Top companies outside consulting



Clients

- 90+ Projects conducted since 2012
- A wide range of clients, from start-ups to large companies and institutions, trust our advise





MISSION

Provide **our members** with the **personal** and **professional development** they need to succeed while delivering **top-quality consulting services** to our **clients**

VALUES



VISION

To become a **reference** for both **clients** and **recruiters** and to **continuously improve our services**. To provide our **members** with the **preparation** they need to become **future top talent** and to play an **active role** within the **Nova SBE community** and **society** in general



WHAT WE DO

Nova Junior Consulting specializes in offering strategic, financial and management consulting services

Our Services

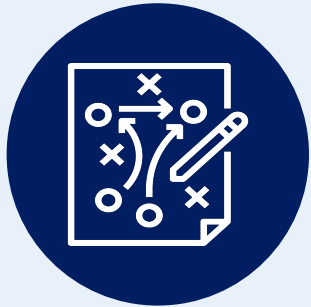
Our team at NJC is eager to work alongside our clients to **develop unique solutions to their business problems**. With the expertise acquired at **Nova School of Business & Economics** we thrive to deliver impactful projects



**Market
Research**



Internationalization



**Strategic
Plan**



**Marketing
Strategy**



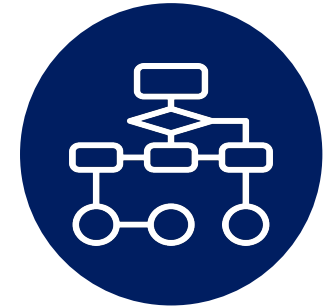
**Business &
Financial Plan**



**Startup
Support**



**Talent
Attraction**



**Process Mapping &
Optimization**

Our Clients

L'ORÉAL

CASCAIS



Deloitte.



ActivoBank
by Millennium

FIDELIDADE
SEGUROS DESDE 1808



SPORT•TV



J+Legal

Our strength is our people

Our consultants are the TOP students of Nova School of Business and Economics – the best Business School in Portugal



1st Masters programs in FT rankings 2021 in Portugal



40% International students



Triple-crown accreditation



Our Alumni guide us in our work

Every year Top Tier consulting firms recruit among our ranks, which has helped us building up our alumni network over the years

Recent Placements



McKinsey&Company



KEARNEY



BAIN & COMPANY



Our Partners

Learning Partners



Partnering with BCG gives our team the opportunity to have access to unique learning sessions and workshops as well as mentoring by experienced consultants



This partnership with Kearney gives our team the opportunity to stay connected with their top consultants through a mentorship program, workshops, learning sessions and corporate events



Deloitte provides our members valuable skills-training through workshops and events. In addition, their consultants are often available to guide our members



Our partnership with Roland Berger entails learning sessions, internship opportunities and assistance in internal processes

Corporate Partner



Raposo, Sá Miranda
& Associados
Sociedade de Advogados, SP, RL

PRA LAW FIRM is a law firm with **2 decades of experience**, with entrepreneur and dedicated lawyers. The firm counts with offices in Lisbon, Oporto, Algarve, Azores e Leiria and has a network of **worldwide partners**. As NJC's partners, PRA assists us in legal matters regarding contracts and other issues

Advisory Board

Our **Advisory Board** is composed by **6 Nova SBE professors**, who advise and mentor our members through our projects, providing a stamp of excellence and quality



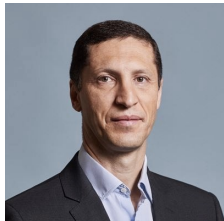
Prof. Catherine da Silveira

Brand Management, Luxury Marketing, Market Research and Brand Co-creation
Academic Director of CEMS



Prof. Constança Casquinho

Strategy Consulting, Leadership, Negotiation, Management Consulting Labs Coordinator, Mindfulness in leadership and problem solving



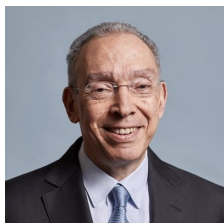
Prof. Emanuel Gomes

International Business Strategy, Product Service Innovation, Mergers & Acquisitions



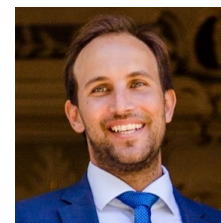
Prof. Fernando Anjos

Corporate Finance, Corporate Diversification, Social and Economic Networks



Prof. Jorge Velosa

Management Consulting, Digital Marketing, Customer Business Development, Marketing and Marketing Communications



Prof. Pedro Teixeira Santos

Strategic Planning, Foresight, Social Impact, Change Management, International Business Strategy, Management Consulting

JE Accreditation and Network

Within the European Confederation of Junior Enterprises, Nova Junior Consulting is connected with 1,200 junior enterprises worldwide. Besides this great network opportunity JE is also ensuring the quality of our consulting services with frequent audits, quality accreditation and awards



Awarded Most Impactful European Project 2020



Awarded Most Promising Junior Enterprise of the Year 2021



Awarded Most Impactful Portuguese Project Year 2023

34,000

JUNIOR ENTREPRENEURS
IN EUROPE

16

COUNTRIES IN EUROPE

+55

YEARS OF EXPERIENCE

380

JUNIOR ENTERPRISES
IN EUROPE

How do we work

The client usually has its first contact with the **Commercial Team**, but the **Project Leader** will be the one responsible for the **project management**, with a **Principal** being responsible for the connection of the team with the NJC Board.

Each team has on average 3-5 consultants with **diverse backgrounds**, from master's and bachelor's level and these will be **entirely focused and dedicated just to your project**.

One **Board Member** is assigned to every project to guide and **support** the team throughout the process.



On average a project takes **two months**



Projects are carried out either from **late September to November** or early **March to May**



Close collaboration is important to us, as we seek a smooth communication through **steering committees** and frequent **updates**



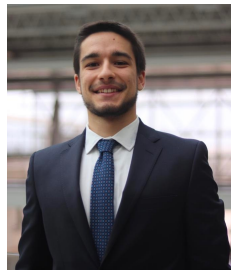
Communication is usually in **English** due to the large number of **international consultants** (Portuguese upon special request)

Our Board of Directors

As **Board of Nova Junior Consulting**, it is our responsibility to manage the company's team, advise projects, plan the future by recruiting the best talent of Nova SBE, and strengthen cooperation with clients and partners



External VP
Diogo Curto Antunes
CEMS MiM

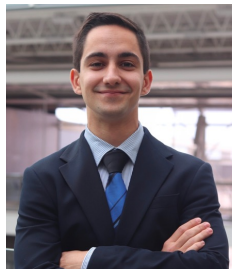


President
João Sousa
MSc Finance



Internal VP
Miguel Azinheira
MSc Finance

 Only alumni position in NJC



CM Director
José David Soares
MSc Finance



MK Director
Duarte Clemente
MSc Finance



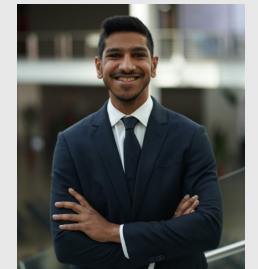
S&I Director
Carolina Spencer
BSc Economics



OP Director
Duarte Rodrigues
BSc Economics



HR Director
Mafalda Tavares
MSc Finance



Strategy Advisor
Vignesh Nair
Alumni

Our Team

Do you seek an extremely motivated project team that analyzes your market, plans your internationalization or innovates new business ideas?

Then our team is exactly what you need.

Our strength lies in our **top academic education**, but also in our **curious minds** that are open for new ideas and **constantly motivated to succeed in every new challenge.**

We are looking forward to **working together alongside your team** by providing **powerful insights** to our business.





Thank you!

We look forward hearing from you

 info@novajuniorconsulting.com

 www.novajuniorconsulting.com

 www.facebook.com/novajuniorconsulting.com

 <https://www.linkedin.com/company/novajuniorconsulting>