

London

london.recruiting@bain.com; johannesburg.recruiting@bain.com

Office

- Est. in 1979
- Located in the heart of London
- 25 nationalities represented
- Johannesburg is a London satellite



Expertise

James, strategy expert

James leads Bain's Global Strategy Practice. Throughout almost 20 years at Bain, James has worked with over 30 global companies to develop and deliver sustainable, profitable growth strategies. He is the author of numerous articles on growth, and is the coauthor of the bestseller, *Profit from the Core*.



Community Service

Three-quarters of the London office has provided more than 3,000 hours to Bain's community service programs.



Outside the Office

Nick, founder of the Jennie Marsh Trust

While at Bain, Nick established a charity to support African orphan care and education. Four-day weeks, several leaves and a transfer to Johannesburg have helped Nick serve his cause.



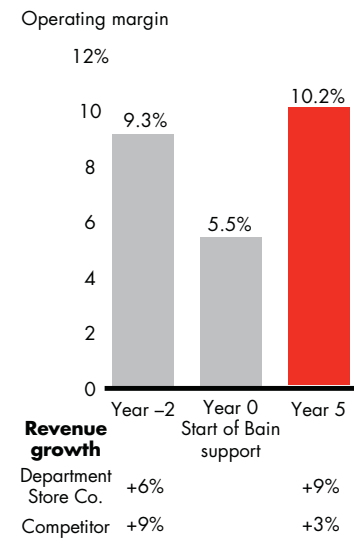
Client Challenge

Department Store Co. was losing share and saw its profits declining.

Recommendations

- Redefine product offering based on consumer insight
- Expand store footprint by 40%
- Reallocate 20% of space in existing stores
- Restructure buying and merchandising operations; implement new category management tools

Results



"I'm given the opportunity to challenge myself every day. The only ceiling is my own aspirations."

—Natalie, consultant

Alumni

Deborah Cornelius, <i>director of strategy</i>	Burberry
Stuart Gent, <i>executive vice president</i>	Bain Capital
Murray Hennessy, <i>CEO</i>	Avis Europe
Rob Moffat, <i>strategy manager</i>	Google
Jon Wright, <i>founder</i>	Innocent