

# Rios Partners Company Overview for Campus Recruitment

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# Introduction to Rios Partners



## Who are we?

Rios Partners is a **strategy consulting firm** located in Arlington, VA. Our team is comprised of 90+ individuals from diverse backgrounds who bring their unique perspectives and skillsets to solve our clients' most complex challenges.



## What types of work do we do?

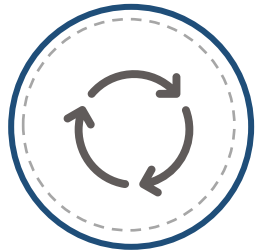
Rios Partners works with **government, non-profit, and commercial clients** to understand and address their challenges along six key areas: **strategy, customer experience, organizational design / transformation, supply chain operations, policy, and innovation.**



## How is our approach unique?

We approach our projects from a **Human-Centered Design (HCD) lens**. Our work is performed with the end user in mind. We work with clients to help them understand their customers and develop products, services, and experiences that meet their unique needs.

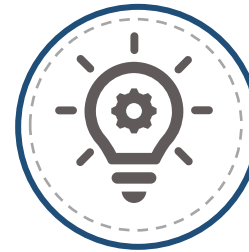
# We take on projects in six key areas



## Strategy

We work with clients to develop comprehensive strategies that drive sustainable performance

- Data-Driven decision making
- Repeatable planning processes



## Innovation

Our teams leverage creative and analytical thinking to help clients seize breakthrough and transformative opportunities

- New product development
- Innovation competitions



## Customer Experience

We use human-centered design to help clients understand their customers' needs

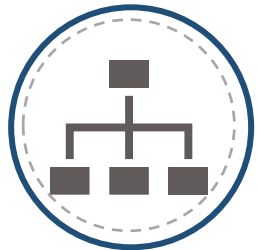
- Voice of the customer
- Customer journey



## Policy

We bring teams of policy experts to help clients tackle legislative, political, and regulatory roadblocks to achieve their mission

- Policy development, review and analysis
- New policy development



## Organizational Design

Our rigorous transformation process helps clients to maximize their organization's potential and achieve long-term impact

- Organizational structure
- Change management
- Governance



## Supply Chain & Logistics

Our teams bring expertise and practical experience in optimizing logistics networks to build resilient supply chains that capture end-to-end value

- Procurement strategy
- Performance improvement

# Guided by our mission and values, we take on work that impacts the public good

## Our mission

To create positive change by delivering value for our clients, investing in our employees, and working on tough problems that benefit our local and global communities

## Our values

- Act with the highest **integrity** at all times.
- Strive each day to achieve **excellence**.
- **Serve** people to help them reach their greatest potential.
- Be **transparent** in everything we do.
- Be kind and **respectful** to others regardless of race, religion, creed, sex, etc.

## SOCIO-ECONOMIC STATUS



## OUR CLIENTS INCLUDE



Centers for Medicare & Medicaid Services



Department of Health and Human Services



Department of Veterans Affairs



United States Agency for International Development

*and other federal agencies, international NGOs, and private sector clients.*

# Join our team!

We are hiring for the **Analyst** and **Consultant** roles on an ongoing basis:

Required Skills	
<b>Problem Framing</b>	Correctly defines strategic objectives and root causes. Considers second and third order effects.
<b>Analysis</b>	Identifies, collects, and analyzes data as necessary to support problem solving and other processes.
<b>Synthesis</b>	Draws meaningful conclusions from rigorous analysis and develops high impact recommendations.
<b>Communication</b>	Communicates in a clear and concise manner across multiple mediums. Assertive and able to defend opinion and conclusions while simultaneously incorporating feedback.
<b>Relationship Building</b>	Connects with internal and external stakeholders on both a personal and professional level – seen as a trusted advisor and thought partner.

Required Experience/ Education	
<b>Analyst</b>	Bachelor's degree or Master's degree and strong interest in consulting field
<b>Senior Analyst</b>	Bachelor's degree with a minimum of 3 years professional experience OR Master's with a minimum of <b>2 years of professional experience AND at least 2 years relevant experience</b>
<b>Consultant</b>	Bachelor's with a minimum of 6 years of professional experience OR Master's/PhD with a <b>minimum of 5 years professional experience AND at least 5 years relevant experience</b>
<b>Senior Consultant</b>	Bachelor's with a minimum of 9 years of professional experience or Master's/ PhD with a minimum of 8 years of professional experience AND 5 years relevant experience (including <b>2 years of commercial strategy consulting and 2 years team management</b> )

Visit [riospartners.com/careers](https://riospartners.com/careers) for more information.

# Our recruitment timeline consists of three key steps: application, phone screen, and case interview

