

Event Report: 180DC SSCBS X Nishant Shekhar

Date: 16th August 2025

Time: 6:00 PM

Event Overview:

180 Degrees Consulting, Shaheed Sukhdev College of Business Studies (SSCBS) chapter, organized an insightful alumni interaction session with Nishant Shekhar, a distinguished alumnus of IIT Delhi and IIM Lucknow, with over 14+ years at BCG, now as a Managing Director & Partner. The main aim of the session was to help first and second-year students navigate their career choices, focusing on entrance exams, placements, and making the most of their college years.

Keynote Speaker:

Nishant Shekhar is a distinguished alumnus of IIT Delhi (B.Tech, Electrical Engineering, 2002–2006) and IIM Lucknow (MBA, Finance & Marketing, 2009–2011), where he honed his analytical and strategic leadership skills. His career began in technology as a Senior Software Engineer at Samsung Research India, where he worked on cutting-edge DVBH Mobile TV technology. Driven by a passion for business impact, he transitioned to management consulting, joining Boston Consulting Group (BCG) in 2011. Over 14+ years at BCG, Nishant has risen through the ranks- from Consultant to Managing Director & Partner (2021–Present)- showcasing his expertise in driving high-stakes client engagements, mentoring teams, and shaping organizational strategy. His journey reflects a unique blend of technical depth, business acumen, and leadership excellence, making him an inspiring role model for aspiring consultants.

Session Highlights:

The interactive session included guidance, timelines, and strategies tailored to the needs of first and second-year students, covering the speaker's educational background, BCG career, and consulting insights:

1. Centric to Education

- **IITD to IIML Transition:** Nishant shared how his engineering background at IITD instilled structured problem-solving, while IIML honed his strategic and leadership skills.
- **Student Exchange at ESCP:** His time at ESCP Business School broadened his global perspective, emphasizing adaptability in cross-cultural environments.

- **Spark for Consulting:** A course in decision sciences at IIML ignited his passion for consulting, blending analytical rigor with business impact.

2. Centric to Career

- **Shift from Tech to Consulting:** Nishant explained how his desire for broader business impact motivated his move from Samsung to BCG.
- **BCG's Growth Philosophy:** He outlined his progression- from Consultant to MD- highlighting the importance of ownership, mentorship, and client-centricity.
- **Memorable Project:** Recalled a transformative engagement where his team delivered a scalable growth strategy for a Fortune 500 client.

3. Centric to Consulting

- **Industry Evolution:** Discussed how consulting now integrates AI/ML tools for data-driven solutions, but human judgment remains irreplaceable.
- **Skills for Success:** Emphasized structured thinking, teamwork, and adaptability as critical traits. Debunked myths (e.g., "consulting is just PowerPoint").
- **Leadership at BCG:** Stressed the role of mentorship and fostering high-performing teams.

4. Advice for Undergraduates

- **Early Skill Development:** Recommended building quantitative analysis, communication, and industry-specific knowledge.
- **Work-Life Balance:** Shared his mantra of "structured flexibility"- prioritizing tasks while carving time for family and hobbies.
- **Final Takeaway:** "Stay curious, and be eager to take risks. The best consultants are lifelong learners and explorers."

Conclusion:

The session concluded with an engaging Q&A, where Nishant addressed queries on networking, GMAT prep, and navigating early-career challenges. His pragmatic advice and humility left participants inspired to pursue excellence in consulting and beyond.

Acknowledgments:

180 Degrees Consulting SSCBS extends its heartfelt thanks to Nishant Shekhar for taking the time to connect with our members and impart valuable knowledge.