

Daniel Schwarz MBA ACA

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PROFESSIONAL EXPERIENCE

2016 - present	The Boston Consulting Group – 2015 MBA Internship converted to Consultant position Insurance - <i>subsidiary of a global property & casualty insurer</i> <ul style="list-style-type: none">• Financial modelling: built P&L financial model to show long term impacts of multiple strategic scenarios - final model handed to CFO for ongoing strategy evaluation• Assessed market context, defined client strategy and built target operating model Retail – <i>FTSE 100 UK grocery retailer</i> <ul style="list-style-type: none">• Pricing & value proposition strategy: Built pricing model across ~6,000 SKUs including competitor analysis and competitive pricing rules in line with price elasticities• Led consumer workshops to highlight price vs value variances across competitors Energy – <i>FTSE 100 international energy utility company</i> <ul style="list-style-type: none">• Target Operating Model (TOM) design: redesigned TOM leading to 20% cost reduction, whilst reducing depth and increasing breadth of organizational structure• Led stakeholders to align highly political organisation and significant FTE reductions Infrastructure & Transportation - <i>world leading city transport authority</i> <ul style="list-style-type: none">• Project Management Office: Supported large scale transformation through managing PMO office and building out project plans in order to fill £1bn cost gap• Conducted an efficiency and effectiveness review providing focused value generation Pharmaceuticals – <i>FTSE 100 global pharmaceuticals & consumer goods company</i> <ul style="list-style-type: none">• Net Revenue Management: Created development programme for leading General Managers targeting alignment to global KPIs across net revenue management• Developed proprietary content, case study and training faculty for sustainable delivery Consumer Goods – <i>FTSE 100 global spirits & soft drinks manufacturer</i> <ul style="list-style-type: none">• Marketing efficiency: Rolled out marketing productivity programme to drive £2M global benefits across point of sale, 3rd space and value added packaging• Built cost and ROI analysis to identify key value drivers and resource wastage Finance – <i>Largest International Central Securities Depository</i> <ul style="list-style-type: none">• Digital Transformation: Built in depth work-plan for digital transformation proposal including IT Infrastructure, Apps & Architecture, Data, Security and Delivery Model• Reduced project cost by 20% through greater work-plan alignment and outsourcing	UK
2013 - 2014	Focus Management Consultancy – Interim General Manager <i>Leading corporate training & HR development consultancy. US\$5mn turnover, 20 Employees.</i> <ul style="list-style-type: none">• Directed team of 20 across finance, sales and product delivery achieving 30% growth in net profit• Restructured organization, reengineered internal processes and ran vendor DD and negotiations• Facilitated owner exit three months early through hiring company's first General Manager	UAE
2010 - 2013	Grant Thornton UK LLP - Financial Restructuring Executive <i>5th largest assurance, tax and advisory firm worldwide. 38,500 employees, 120 countries</i> <ul style="list-style-type: none">• Produced independent business reviews to US\$10mn+ debt holders of distressed enterprises• Orchestrated teams up to 5 people for FTSE and AIM listed clients• Promoted 3 times in 3 years. Obtained ACA qualification	UK
EDUCATION		
2015	INSEAD Business School - MBA Class of December 2015	France / Singapore
2010 - 2012	ACA: ICAEW - Institute of Chartered Accountants England and Wales	UK
2007 - 2009	Durham University - BA Economics	UK
LANGUAGES	English (Native), French (Conversational fluent), Spanish (Basic)	
OTHER EXPERIENCE		
2008	Standard Chartered Bank , Internship, Group Corporate Development	UK
2007	Volunteer teaching in Nepal , led group of students through fundraising & teaching	Nepal
2005	HSBC Middle East , Internship, Corporate Finance Credit Analyst	UAE
INTERESTS	Golf (9 hdp) and charity sporting events (incl. white collar boxing, marathons and triathlon)	