Alex Niemeyer, PhD

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SUMMARY

Associate Professor of Professional Practice and former McKinsey Senior Partner with a deep track record of impact and holding key global leadership roles within McKinsey in the field of Operations and specifically Supply Chain. Deeply passionate about Learning and People Development, with a long track record of teaching and coaching.

PROFESSIONAL EXPERIENCE

MIAMI BUSINESS SCHOOL (UNIVERSITY OF MIAMI) (AUG 2019 – CURRENT)
Associate Professor of Professional Practice, focusing on Consulting, Analytics and Operations

GOLDMAN SACHS PRIVATE EQUITY (SEP 2019 – CURRENT)
Senior Advisor, Goldman Sachs Value Accelerator with focus on Operations

Assisting Goldman Sachs' Asset Management Division with advice and direct involvement regarding due diligences and ongoing portfolio value creation, leveraging functional and industry knowledge gained over my career. Advising 30+ companies each year & overseeing transformational projects

MCKINSEY & COMPANY, INC. (SEP 2018 – CURRENT)
Senior Advisor & Alumnus Master Faculty for McKinsey leadership programs for Partners and Associate Partners

Ongoing involvement in McKinsey client work and McKinsey learning programs, leveraging my deep Supply Chain experience

HES INTERNATIONAL, B.V. (NOV 2021 – CURRENT)
Member of the Supervisory Board

HES International is a Rotterdam-based operator of 8 large ports (dry bulk and liquid) in the Netherlands, France, Germany and Poland

AMEDES GMBH (DEC 2021 – CURRENT)
Member of the Supervisory Board

Amedes is a large medical laboratory services provider with 40 large laboratories in Germany and Belgium

SUPPLY CHAIN WIZARD, INC. (DEC 2021 – CURRENT)
Member of the Supervisory Board

Supply Chain Wizard is a startup with series A funding, developing and selling SaaS solutions for manufacturing environments. I have coached the CEO since founding in 2012

MCKINSEY & COMPANY, INC. (1997-2018)

As Senior Partner, responsible for multi-team, multi-year client impact delivery in many Fortune 500 and large privately-owned enterprises. Primary focus on large-scale Operations transformations, but with significant breadth beyond (especially overall business transformation and sales & channel work). Industry agnostic, with particular depth in Consumer, Pharma/Medical Devices, Pulp & Paper and Oil & Gas work.

Examples of client impact:
- Complete global business transformation of a large Consumer Goods player, delivering >$3bn in annual impact across procurement, manufacturing, distribution and product development
- Major operations turnaround for a Fortune 20 medical distributor, significantly improving customer service while reducing inventories by >$1.5bn and operational cost by multiple $100m
- Designing from scratch a multi-tiered/multi-channel Supply Chain for a sector-leading specialty retailer/B2B-distributor, creating a multi-tiered distribution structure that allowed them to double their SKU offering and at the same time achieve competitor-leading lead time – all at 13% less cost and 25+% less inventory vs the existing structure
- Redesigning the spare parts strategy and management of a major US airline
- Development and implementation of the world's most efficient and effective aircraft boarding process for a major US airline (>$100m annual impact)

Key Leadership Roles within McKinsey

Global People and Learning Leader for Operations (2016-2018): Led the People and Learning agenda for all of the Operations service line (>3000 people, ~35% of McKinsey's work globally).
- Drove a fundamental shift of McKinsey's Learning agenda – moving from standardized programs and requirements to individually designed and delivered Learning Journeys *(delivered in a mix of in-person, digital, self-guided and JIT formats)* in the context of the substantial increase in the complexity of McKinsey's client work and the proliferation of internal roles (Digital, Analytics, Restructuring, Design, et al)

Global Head of Supply Chain Practice (2006-2016): Responsible for knowledge, people and client development overall, achieving 4x growth of the practice over this period
- Led the reinvention of McKinsey's diagnostic and transformational approaches to focus *end-to-end* instead of the traditional functional models (e.g., SCOR), which substantially increased impact and sustainability of results and became a major competitive advantage vs other consultants

- Led development of our Advanced Analytics and Big Data approaches to quickly combine and use data from the many unconnected systems within our client

- Built the leadership group from under 30 to 200 senior practitioners by focusing on internal and external recruiting and internal capability building

Master Faculty – McKinsey Learning (2002-2019): Acted as Lead Faculty in over 50 (more than any other active McKinsey partner) week-long Leadership programs for Partners, Associate Partners and Engagement Managers, focusing on building client relationships, entrepreneurship and personal growth.

OTHER LEARNING RELATED ROLES
- Board member of the Michigan Ross Masters Of Supply Chain program (~2010-2018, Ravi Anipundi)
- Annual lecture at MIT's Masters Of Logistics (MLOG) program (~2005-2012, Chris Caplice)

BEGEMANN & NIEMEYER SOFTWARE

Co-Founder and co-CEO, 1988-1996, Munich, Germany
- Development and distribution of Computer Algebra System *Riemann*, with over 2000 customers in Education and Industry
- Development and sale of medical image processing software for Neurology applications
- Development of embedded computer system for Medical Laboratory equipment

EDUCATION

TECHNICAL UNIVERSITY OF MUNICH (TUM), Munich, Germany
Dr rer nat (PhD) in Theoretical Elementary Particle Physics, 1996 - Magna cum laude

TECHNICAL UNIVERSITY OF MUNICH (TUM), Munich, Germany
Diplom (Master of Science) in Physics, 1993 – Summa cum laude

PUBLICATIONS

Only external McKinsey publications listed, large number of confidential research and knowledge documents within McKinsey not shown

- Blockchain for Supply Chain – Sense Or Nonsense? – 2018
- Blockchain beyond the Hype – 2018
- Three Ways CEOs can Improve the Supply Chain - 2014
- Picking Winning Supply Chain Technologies - 2014
- Excellence In Supply Chain Management (Editor) – 2014
- From Fragile to Agile – Operations in the 21st Century - 2012
- Building the Supply Chain of the Future - 2011
- Better Input Metrics for Better Supply Chain Outcomes - 2011
- The Race For Supply Chain Advantage – joint research of McKinsey and Georgia Tech - 2008
- Freeing up Cash from Operations – 2008
- Smart Tags for your Supply Chain – 2003