

ALEX CHRISTIANSEN

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EDUCATION

- 2019-present **KELLOGG SCHOOL OF MANAGEMENT - NORTHWESTERN UNIVERSITY** Evanston, IL
Candidate for Master of Business Administration degree, June 2021
- Intended majors: Strategy and Management Science (STEM); Pathway: Technology Management
 - Member of Clubs: Tech, Strategy & Business Development, Marketing
 - Selected: Director of Admissions of LATAM Club and Director of Soccer Club
- 2010-2015 **PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE** Santiago, Chile
Bachelor of Science, Industrial Engineering and Mining Engineering
- Awarded Best Project among 50 teams in Project Evaluation course; evaluated the technical and economic feasibility of a \$21M ore transportation project for a Chilean railway company
 - Chief Teaching Assistant, Finance: supervised 10 teaching assistants and coordinated exams of +300 students

EXPERIENCE

- 2015-2019 **MATRIX CONSULTING** Santiago, Chile
Leading Latin American management consulting firm with 100+ employees and presence in three countries
Senior Management Consultant, Oct 2017 – Jul 2019
- Led a team of three to develop a data-driven strategy that maximized the value of the Chilled Dairy business unit in Chile for the world's largest food and beverage company. Expected increase in profits of \$8M/year
 - Proposed an innovative business model, including 3 new business units, for a comprehensive service of autonomous trucks on the mining industry. Business model is currently being developed by the client
 - Designed and prioritized 30+ initiatives to increase labor productivity and ensure first phase implementation of a transformational project for a large copper mine, reducing costs by \$70M
 - Spearheaded the design of a new organizational structure for a leading global winery; defined the headcount of full-time and seasonal workers required for 12 production plants and adjusted the incentives of key positions
 - Crafted a data-driven two-year roadmap to improve productivity for an underground copper mine, which included the valuation of a transformational project with expected benefits of \$17M and the incorporation of best practices applied in top mining companies of the world
- Management Consultant, Dec 2015 – Oct 2017**
- Directed a three-person team that designed and implemented initiatives to decrease the withholding cost of the main mining project developed by a \$9B annual revenue gold company, saving \$7M/year
 - Developed 10-year strategic plan for the Soccer Federation of Chile; established roadmap with 9 strategic goals and redefined organizational structure to improve management of the national team and professional league
 - Built new strategic sourcing process and led implementation of a pilot test for a multinational company with expected benefits of \$50M; conducted workshops for client's senior management and trained 20+ cross-functional client's team members
 - Constructed corporate dashboard with KPI using Business Intelligence tools to improve clients' decision-making process; presented to CEO and C-level executives of leading pulp and paper company, receiving positive feedback. Dashboard is currently used to present monthly results to the board of directors
 - Designed optimal organizational structure to address Santiago Subway's strategic challenges; recommended the creation of four business units and six corporate areas, defined their roles and corporate governance system

ADDITIONAL DATA

- Leader and mentor of a program to enhance job placement opportunities for women in the tech industry with Laboratoria, a social enterprise that empowers women from low-income backgrounds to pursue careers in tech
- Extracurriculars, Matrix Consulting: Led an MBA support and information club for consultants to apply to top-ranked MBA programs; chosen from among all junior consultants as a speaker in recruitment events; member of the Women In Matrix club that designs initiatives to reduce the gender gap in the recruiting process
- Languages: Fluent in Spanish and English, elementary Italian
- Proficient in PowerPoint, Excel, Word, Stata and Tableau; Experience in R
- Enjoy playing rugby, soccer and golf, watching psychological thriller movies and photography