

# Gregory S. Israelstam

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## WORK & DEVELOPMENT EXPERIENCE

### McKinsey & Co.

#### Senior Business Analyst

Cleveland, OH / Chicago, IL

August 2022 – January 2025

- Led a \$400M RFP for a Fortune 100 MedTech organization, consolidating 10% of the supplier base and saving \$70M annually. Delivered an additional \$30M by coaching executives on advanced negotiation strategies.
- Co-authored an impact assessment on Generative AI adoption for US healthcare systems (> \$1B revenue), providing an implementation roadmap and potential cost savings projections to C-level stakeholders.
- Developed a transformation office for a multi-billion-dollar petrochemical client, conducting comprehensive process analyses and facilitating cross-functional workshops to implement cost-saving initiatives, delivering \$80M in annualized savings.
- Streamlined US operations for a European-based MedTech client by designing a dynamic forecasting model to assess subsidiary consolidation impacts and partnering with domain leadership to implement a unified, synergy-driven organizational structure.
- Co-developed a winning state government proposal to transform employee experience and reduce costs by streamlining core workflows, consolidating real estate hubs, and proposing best-in-class operating models to enhance operational efficiency.
- Orchestrated three high-profile events (200+ C-suite attendees) at the 2024 HLTH conference, resulting in 15+ new partnership leads and elevating firm visibility in the healthcare sector.

### JPMorganChase – Chase Leadership Development Program

#### Consumer Bank Operations – Innovation

Columbus, OH

August 2020 – July 2022

- Supported integration of 3 cutting-edge SaaS technologies by collaborating with technology and controls teams, resulting in vendor agreements for 200+ licenses in an extended test-and-learn phase.
- Automated key Innovation product intake processes, including end-user lifecycle tracking, while partnering with 5 internal product groups on proof-of-concept analyses for new technologies.

#### JPMorgan Wealth Management – Advisor & Service Platforms Product Team

- Led development of key product features (meeting scheduling, shared mailbox sync) by collaborating with advisors to address pain points and revamping the product backlog for realistic roadmaps.
- Delivered an end-to-end lead generation framework by integrating interactive ads on Chase ATMs with Advisor CRM Salesforce software to increase volume of prospect leads by ~500/day.

#### Consumer Bank Fraud Risk – Strategic Analytics

- Optimized overdraft limits for Business Banking accounts using machine learning models, generating \$17mm in annual revenue and improving customer financial safeguards.
- Refined algorithmic overdraft assignment models for Business Banking segment, reducing overdraft losses by 5% and improving customer liquidity by 10%.

### OSU Honors Integrated Business & Engineering

#### Edwards Lifesciences/OSUMC Senior Capstone Project

Columbus, OH

August 2019 – May 2020

- Performed assessment of ventilator and respirator product landscape and designed a hybrid ventilator technology intended for intubated patients to provide easier ambulation, expedite recovery time, and reduce costs for hospital systems.
- Worked alongside physicians at The Ohio State Wexner Medical Center to identify critical care gaps for intubated patients and co-developed a redesigned care implementation strategy.

## EDUCATION

### The Ohio State University, Fisher College of Business

#### Bachelor of Science in Business Administration (Honors)

Columbus, OH

May 2020

- **Specialization:** Finance
- **Minor:** Engineering sciences
- **Honors Integrated Business and Engineering (IBE):** Built product development repertoire in a 4-year, rigorous Honors program blending engineering principles with business strategy to develop interdisciplinary first-principles problem-solving skills.
- **Eminence Fellowship:** 1 of 27 students selected out of 1,200 applicants for full attendance undergraduate scholarship

Specialization GPA: 3.93

Cumulative GPA: 3.55

## CERTIFICATIONS, RECOGNITION, SKILLS, AND INTERESTS

General Competencies: Generative AI strategy & implementation, Procurement strategy optimization, Transformation management

Technical Competencies: Salesforce, SAS, Teradata SQL, MS Excel and Excel VBA, MS PowerPoint

Certifications & Recognition: *Bloomberg Market Concepts*, *JPMC 5 Keys – Own issues start-to-finish.*

Professional interests: Product development, Generative AI strategy, investment analyses, strategic marketing, derivative investments