

# Robert Konigsberg

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## Experience

### Consultant / Roland Berger, MA

(07/2017 – 09/2020)

- Worked on over 20 management consulting projects across global teams with increasing levels of responsibility, such as:
  - Supported the business model transformation of a Fortune 500 Oilfield services company leading to \$63 million in incremental operating income
    - Responsible for multiple modules of organizational redesign, digital and sales and service
    - Subsequently acted as PMO for the digital workstream, including a design thinking workshop
  - Reduced working capital of a global chemical manufacturer by \$40 million by identifying slow moving / obsolete inventory and implementing inventory reduction, SKU consolidation, and forecasting improvement measures
  - Conducted various due diligences (commercial, vendor, and operational) for medium- and large-scale acquisitions, both for private equity and strategic corporate investors across a variety of industries
- **Functional topics** include: operations strategy, business model transformation, growth strategy, supply chain, inventory reduction, process improvement, digital transformation, business plan assessment, PMO, organizational redesign
- **Industry platforms** include: chemicals (specialty, commodity), energy (utilities, oil & gas), automotive (suppliers, aftermarket, alternative fuels), engineered technologies, packaging, healthcare, retail, software
- Contributed to a variety of internal initiatives: published papers about [blockchain's potential in the auto industry](#) and China's impact on Western M&A (pending publication), created over 25 proposals, led case competition (raised thousands of dollars for the Make a Wish Foundation), volunteer service committee (Boston office lead), recruiting ambassador, mentor
- Continued education/training: data science, design thinking, moderation/workshop, growth strategy, creative storytelling, presenting with presence, Excel and PPT skills, and industry specific related trainings

### Business Architecture & Change Mgmt. Summer Analyst / Goldman Sachs, NY (06/2016-08/2016)

- Developed a user acceptance testing (UAT) execution tool for the implementation of a Collateral Management replacement software, utilized for project management and automatic generation of reports
- Project managed the creation of a data dictionary across 8 systems and over 4,000 fields, incorporating standardization and data rationalization principles, while leading a team of 13 summer analysts

### Engine Purchasing & Product Development Intern / Fiat Chrysler, MI

(05/2015-08/2015)

- Implemented step-capacity process for first globally sourced engine program, considering requirements and timing of international suppliers to finalize 7 contract negotiations

### Industrial Engineering Intern / United Parcel Service of America (UPS), FL

(06/2014-08/2014)

- Evaluated and recommended process improvements for internal activities and outsourced logistics contracts, establishing benchmarks to ultimately increase process efficiency by 15%

## Education

### MIT xPRO

(12/2020-Present)

### Professional Certificate in Coding: Full Stack Development with MERN

- Online program focused on full-stack web development using MERN (includes Java, HTML, CSS, React, MongoDB, ExpressJS, NodeJS, and others)

### Coursera

(11/2020-Present)

### Python 3 Programming – University of Michigan

### University of Michigan, Ann Arbor

(09/2012-04/2017)

### Bachelor of Science in Engineering – Industrial and Operations Engineering

### Bachelor of Business Administration

- Magna Cum Laude, High Distinction, Dean's List, University Honors, Alpha Pi Mu honor society member
- Concentration of business degree: Consulting
- Vice President, Project Manager and Consultant with MECC, a student-run pro-bono consulting club – Clients included Domino's Pizza, Llamasoft, Inc.

## Skills / Interests

- Technical skills: SQL, R, MATLAB, Minitab, VBA, C++, Power BI, MS Suite
- Favorite activities include traveling, cooking, volunteering, playing sports, watching TED talks, and spending time with twin brother and family