

Rémy G. Olson

2919 Scott St, San Francisco, CA 94123 | (415) 200-6597 | olson.remy@gmail.com

EDUCATION

2015-2017	TUCK SCHOOL OF BUSINESS AT DARTMOUTH <i>Master of Business Administration degree, June 2017</i> GMAT 770 (99 th percentile), Chair of Tuck Community Consulting, Captain of Tuck Rugby Team	Hanover, NH
2007-2011	HAVERFORD COLLEGE <i>Bachelor of Arts in Economics, Minor in Philosophy</i> Teaching Assistant, Money & Banking Varsity Fencing: NCAA All-American, 3-time MVP, 2-time captain	Haverford, PA

EXPERIENCE

2017-present	MCKINSEY & COMPANY <i>Consultant serving tech, retail, and energy clients on growth-related topics</i> Associate, Marketing & Sales <ul style="list-style-type: none">Performed a growth diagnostic for a large ecommerce company; created customer segmentation; identified \$500M+ in revenue growth opportunities for their footwear, apparel, and accessories divisionManaged a team leading a large-scale transformation for the Nordics region of an industrial company; generated initiatives across new offerings, pricing, and operations totaling \$70M+ in incremental profitDeveloped overall growth and digital marketing strategies for a direct-to-consumer digital-native apparel start-up to grow revenues by 100% and to achieve profitabilityConducted an investor diligence on an integrated circuit designer; built a financial model projecting market size and growth by product; forecasted technology developments to inform investment outcome scenariosEstablished first digital capabilities for a mining services provider; supported product beta testing through an MVP phase, led content- and role-specific training for digital team, and developed CEO communicationsDesigned transformation programs for the support organization of a large B2B software company; conducted customer cohort analyses to identify top use cases for advanced ML/AI toolsCo-authored McKinsey.com article on implications of blockchain for semiconductor and industrial companies	San Francisco, CA
2016	RAKUTEN <i>Intern in CEO Office of largest Japanese e-commerce company; staffed to work with CFO of Slice Technologies</i> MBA Intern, CEO Office <ul style="list-style-type: none">Led transition of Slice Technologies (Rakuten subsidiary) from growth to profitability stage by defining new set of leadership KPIs; managed team of 3 (engineer, statistician, and analyst) to design and implement an automated KPI visualization dashboard with data feeds from 6 internal databases	San Mateo, CA
2014-2015	VETSOURCE <i>New service development & internal consulting at pharmacy services provider to 4,500+ veterinarians</i> Manager of Corporate Development & Strategic Initiatives <ul style="list-style-type: none">Launched WellFund, a veterinary fintech service; acted as product owner to finalize feature set, develop sales/support processes, train 25+ salespeople, and align 4 business units by championing the serviceLed a team of 5 to analyze merchant services offering and re-design pricing strategy; grew revenues by \$240K	Portland, OR
2011-2014	RIGHT ANGLE PET <i>First employee at PE-funded pet Rx start-up enabling retail pharmacies to dispense pet prescriptions</i> Senior Business Analyst <ul style="list-style-type: none">Managed the creation of a 20 SKU product line, including product development, pricing, branding, and packaging design; product line generated \$500K+ in purchase commitments within 3 months of launchConducted market research and led product development teams of 2-6 members; responsible for full product P&L, including pricing strategy, demand planning, and production timelines and quality Business Analyst <ul style="list-style-type: none">Developed retail pharmacy pet Rx program, leading marketing and support programs; wrote content, designed pet owner and pharmacist UX, collected customer feedback, created sales materials and sold to first customers	Vancouver, WA

PERSONAL

- Fluent in French (dual citizenship in U.S. and France), basic Spanish and German
- Long-distance backpacker; hiked 540 miles in 27 days from Canada to Oregon in 2017
- Interests: performing improv comedy, cheese & charcuterie making, fishing, skiing, travel