

RORY MINTRAM

EDUCATION

THE UNIVERSITY OF WARWICK, Warwick Business School – United Kingdom **2012 – 2015**

BSc First Class (hons.) - Business Management: Covering a range of core business modules including strategy, marketing, accounting and operations

Beths Grammar School – United Kingdom **2010 – 2012**

A-Levels (SSCE equivalent) – Business Studies (A), Mathematics (A), Economics (A), Government & Politics (A)

EXPERIENCE

BC STRATEGY – Sydney, Australia **2019 – Current**

Boutique Strategy Consulting Firm

Senior Consultant

- Led the delivery of multiple corporate strategy projects and commercial due diligences. Selected completed projects and achievements include:
 - **Professional Services – Corporate Strategy:** Led the definition of a new growth strategy for an urban planning business, identifying growth options that could help double revenues

MCKINSEY & COMPANY – London, United Kingdom; Stockholm, Sweden; Sydney, Australia **2015 – 2019**

Business Analyst, Associate and Junior Engagement Manager

- Experience advising client executive teams and senior management across several industries including **Financial Services, Private Equity, Retail and Telco**. Selected completed projects and achievements include:
 - **PE - Commercial Due Diligence:** Led >10 commercial due diligence projects for major European and US funds, including an extensive three-phase commercial DD on a global sports data asset for which the client nominated the work for award at annual TMT finance awards
 - **Financial Services – Growth Strategy:** Developed the 5 year growth strategy for a major UK bank, working directly with multiple BUs to identify growth opportunities worth >£100m
 - **Transport – Business Transformation:** Project manager for a >£200m business transformation tasked with driving the implementation of a defined transformation plan across five business divisions and reporting to the new CEO and CFO on programme performance
 - **Financial Services – Payments:** Supported the creation of a single Pan-Nordic payments system, focusing on the optimal solution for legacy assets and the organisational structure for the new jointly owned company
 - **Telco: Network Strategy:** Managed a team of three consultants in supporting a major UK Telco define their network strategy, including assessing investment decisions, leading strategic workshops and supporting senior clients in collating inputs from >10 workstreams to generate a single integrated strategy

TESCO – London, United Kingdom **2014**

Assistant Buyer

- Responsible for the day-to-day management of the UK canned fish and meat category and concurrently leading several internal projects within the wider grocery category
- Led the development of a category-wide commodity pricing model which helped unlock cost price reductions of 5-10% across several suppliers

SKILLS & INTERESTS

- Recipient of both Princess Diana and Jack Petchey awards in recognition of charitable work
- Completed 2-week executive MBA at the University of Cambridge (Judge Business School)
- Highly experienced across Alteryx, Tableau and MS office, including building complex financial models
- Previously represented Crystal Palace FC academy; former world record for the longest ever 5-a-side football match (37.5 hours); Avid traveller (visited >40 countries across 5 continents)
- Citizenship: British