

STEPHEN DUKE

EDUCATION

University College Dublin – Dublin, Ireland **2012 –2016**
B.E in Mechanical Engineering, Awarded and maintained full academic scholarship; recipient of institution of mechanical engineers awarded for my thesis on Solar PV in Ireland; accepted into study abroad programme to spend one year at UNSW, Sydney.

EXPERIENCE

BC Strategy – Sydney, Australia **2019 - Current**
Senior Consultant

- Led the delivery of multiple corporate strategy projects across a range of industries. Selected projects and achievements include:
 - **Healthcare – Pricing Review**: Led pricing review for a business unit of a medium sized healthcare player. Delivered comprehensive recommendations on new pricing structure which will deliver several million of impact for the organisation
 - **Aged Care NFP – Corporate Strategy**: Worked directly with the CFO of a non-profit in aged care and social services to develop financial targets for upcoming financial year. Conducted comprehensive forecasting and benchmarking and developed presentation for Executive approval.

LetsGetChecked – Dublin, Ireland **2018 – 2019**
Health-Tech Star-tup

Strategy Executive and Head of Marketing

- Led growth team at a Series B consumer health start-up, achieving revenue growth of 200% in 10 months
- Responsible for analysis of business and technology performance
- Directly responsible for delivering total revenue growth across all channels
- Led team of 7 people and managed seven figure quarterly budget
- Worked closely with founders and executive team on company strategy and secured \$30m venture investment

McKinsey & Company – Dublin/London **2016 –2018**
Business Analyst

- Experience advising client executive teams and senior management spanning several industries including **financial services, private equity, medical devices and telecoms**
- Functional expertise in **financial forecasting, market and competitor analysis, corporate and business unit strategy and marketing**
- Selected completed projects and achievements include:
 - **Financial Services – Growth Strategy**: Developed the 5 year growth strategy for a major European bank, working directly with the CEOs of all BUs to identify > €200m of growth opportunities, leading multiple workstreams over 5 month period
 - **Telco – Retention Strategy**: Coordinated 4 month project for a UK Telco to reduce customer churn and improve ARPU; managed client team to develop analytical models and advanced customer segmentation
 - **Consumer Goods – Market Entry Strategy**: Developed Latin American market entry strategy for consumer goods company on a standalone project
 - **Solar Energy – Corporate Strategy**: Conducted strategic review of a solar company, developing detailed cash flow analysis to inform decision making for PE owners

Deloitte – Dublin, Ireland **2014**
Strategy & Operations Intern

- Completed summer rotation programme with main focus on conducting technical analysis for a bank to decrease regulatory risk

ADDITIONAL

- Highly proficient in Excel, PowerPoint, Tableau and other BI tools
- Member of Irish International Sailing Team for 3 years
- Capped for Leinster Rugby Youth Team and captain of school senior team
- Ireland BT Young Scientist Finalist for research into Wind Turbine efficiency