

ALISTAIR VANE

Management Consultant · Strategy & Operations

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SUMMARY

Results-driven Management Consultant and Wharton MBA graduate with over 7 years of experience leading cross-functional teams to solve high-stakes strategic and operational challenges for Fortune 100 companies. Proven track record in growth strategy, commercial due diligence, and enterprise-wide digital transformations, consistently delivering multi-million dollar margin improvements and cost reductions.

SELECTED ENGAGEMENTS / CASE HIGHLIGHTS

Fortune 100 Retailer

Post-Merger Supply Chain Integration

Challenge: Resolve operational redundancies and warehouse constraints after a major acquisition.

- Streamlined logistics operations to capture **\$45M in run-rate synergies** within 12 months, exceeding target by 15%.
- Reduced order-to-delivery lead times by **22%** while optimizing regional inventory levels.

Global MedTech Leader

Commercial Turnaround & Pricing Strategy

Challenge: Address declining profit margins across a legacy cardiovascular product portfolio.

- Designed a value-based tier-pricing model that recovered **\$18M in lost margin** in the first fiscal year.
- Deployed an automated quoting engine for 200+ sales reps, boosting quote turnaround speed by **40%**.

Tier-1 Private Equity Firm

Commercial Due Diligence (SaaS Acquisition)

Challenge: Conduct rapid 4-week market and product due diligence for a target enterprise software firm.

- Evaluated customer retention, product-market fit, and competitive positioning, uncovering **\$12M in hidden churn risk**.
- Authored investment thesis presented to the Investment Committee, directly influencing the **\$650M acquisition decision**.

AREAS OF EXPERTISE

Strategy & Growth

Market Entry, Commercial Due Diligence, M&A Integration, Pricing Optimization

Operations

Supply Chain Transformation, Process Re-engineering, Lean Six Sigma

Digital & Tech

Cloud Migration Strategy, IT Modernization, Product Management, Agile Delivery

Finance & Metrics

Valuation, Cost-Benefit Analysis, Synergy Tracking, Financial Modeling

EXPERIENCE

Brightwater & Company

Boston, MA

Senior Engagement Manager (2023 – Present) · Engagement Manager (2021 – 2023)

- Led cross-functional teams of 4–6 consultants to design growth strategies for Fortune 100 technology and retail firms.
- Oversaw post-merger integration for a \$2B healthcare merger, capturing \$35M in operational synergies.
- Mentored junior consultants and co-led the Boston office recruiting initiative, increasing conversion rate by 15%.

Kesterly Consulting LLP

Chicago, IL

Consultant — Strategy & Operations (2017 – 2019)

- Formulated market-entry strategies for mid-market manufacturing companies, identifying \$20M in potential revenue streams.
- Conducted data-driven cost-benefit analyses, resulting in a \$5M procurement cost reduction for a major logistics client.

EDUCATION

The Wharton School, University of Pennsylvania

Philadelphia, PA

Master of Business Administration (MBA) in Strategic Management

2019 – 2021

- Palmer Scholar (Top 5% of class); Co-President of the Wharton Consulting Club.

Cornell University

Ithaca, NY

Bachelor of Science in Operations Research & Engineering

2013 – 2017

- Magna Cum Laude; Member of Tau Beta Pi Engineering Honor Society.