

Matt J. McGrath

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EXPERIENCE

2016 - Present

INNOSIGHT

Lexington, MA

Associate

Innosight is a growth strategy consulting firm specializing in new business model innovation utilizing the theory of disruptive innovation developed by Harvard Business School Professor Clay Christiansen, the firm's founder.

Summer 2015

LAND O'LAKES

Minneapolis, MN

Corporate Strategy Summer Intern

- Analyzed the market size, competitive structure and profitability of a newly acquired product segment, presented recommendations to senior leadership for use in multi-year strategic planning.
- Researched industry landscape for an existing business unit, including competitor profiles, industry and macroeconomic trends and financial benchmarks.
- Created point-of-view on multi-year financial targets for a \$5B business unit, presented recommendations to the CFO and senior finance executives.

2010-2014

ACCENTURE MANAGEMENT CONSULTING

Philadelphia, PA

Consultant, Accenture Strategy (2013-2014)

Cost Reduction Strategy – Top 3 Global Multi-Line Insurer

- Identified cost-reduction opportunities across client service and back office operations resulting in savings of approximately 10% (\$35M) of SG&A through operating model restructuring, process improvements and global sourcing, as part of a \$200M strategic cost reduction program.
- Directly managed the multi-year, multi-million dollar implementation of these recommendations, coordinating projects in thirteen states and three countries across five business units. Achieved savings of approximately \$10M in 2013, \$5M above plan.
- Led business readiness activities for deployment of new processes and organizational structures worth \$47M in savings across five domestic business units in 2014, impacting more than 1000 employees.
- Developed business case and implementation plan for establishing a permanent change management organization. Approach and artifacts were used to create Accenture offering and deployed elsewhere.

Business Analyst, Management Consulting Development Program (2010-2013)

Program and Project Management – Top 3 Global Wealth Manager

- Developed and implemented program management processes for 400 technology projects across five business units as part of the world's largest retail brokerage merger.
- Completed integration on schedule by working directly with business unit leads to execute key projects required and mitigated potential multi-million dollar penalties.

EDUCATION

2014-2016

TUCK SCHOOL OF BUSINESS AT DARTMOUTH

Hanover, NH

Master of Business Administration

Student Board, Judicial Board, Tripod Hockey, Ski Club, Consulting Club, Entertainment, Sports, & Media Club

2006-2010

TRINITY COLLEGE, DUBLIN

Dublin, Ireland

B.A. Economics and Business Studies

Captain and Co-Founder, Dublin University American Football Club

PERSONAL

- Sports: Co-founder, captain, and assistant coach of the Dublin University American Football Club; The Matt McGrath award for good sportsmanship was created in my honor.
- Volunteering: Student consulting projects for an eye hospital in Kathmandu, Nepal, the University of Pristina in Kosovo and a drug-abuse treatment clinic in New Hampshire.
- Dual American and European Union (Ireland) citizen.