

## KATHRYN KRIEG

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### EXPERIENCE

- 11/2020-Current**      **McKinsey & Company**      **Saint Louis, Missouri**  
*Engagement Manager*
- Drive client development efforts within the public and social sector practice, focusing on holistic transformation potential for higher education institutions and federal government
  - Reshaped capability-building programs (e.g., facilitated workshops, digital learning modules) for public and social sector organizations for application in transformation efforts
  - *Higher education*: Mapped future opportunities for expanding mission impact and improving financial resilience across dimensions (e.g., online programs, auxiliaries) through financial analysis and market research to identify 15-20% budget in net improvement for elite college and mid-sized urban university, complemented with collaborative organizational planning for how to capture improvement
- 08/2019-10/2020**      **McKinsey & Company**      **Stockholm, Sweden**  
*Engagement Manager*
- Selected for competitive global transfer program to spend one year abroad in preferred location
  - Managed client development in diverse industries to confirm four major projects, including conversion of two new clients: a PE-backed media technology start-up and a packaged foods start-up
  - Launched team to accelerate global Sustainability practice by developing knowledge and approaches, focusing on prioritized areas of sustainable transformations and climate risk
  - *Telecommunications*: Led integrated team, including clients, consultants, and designers, in mapping B2B customer experience journeys for \$20B+ revenue global business, hosted workshops to reach 200+ stakeholders, and aligned executive team on future customer experience “North Star”
  - *Advanced industries*: Drove material cost reduction program redesign and implementation, including streamlined governance, reporting, communication and skill-building that resulted in 2x speed of decision making and 3x value of savings pipeline to meet 20% savings target in <5 months
  - *Principal investor*: Evaluated market entry opportunity in strategic geographies for alternative energy solutions (e.g., battery storage) through modeling emerging value pools, finding >100% IRR potential
- 01/2019-08/2019**      **McKinsey & Company**      **New York, New York**  
*Engagement Manager*
- *Higher education*: Diagnosed core challenges and opportunities for central Finance and IT functions at large flagship university through extensive interviews, spend analysis, and peer benchmarking to enable organization redesign for service improvements and ~\$2M in cost savings
  - *Higher education*: Led bottom-up planning for Research administration in large-scale university transformation to achieve \$90M+ recurring revenue target by 2021 through identification and development of 36 business cases across federal, corporate, foundation, and venture opportunities
  - *Private equity*: Performed rapid due diligence of retail marketing solution investment opportunity for mid cap fund through customer interviews, market forecasting, and competitive analysis
- 08/2016-01/2019**      **McKinsey & Company**      **New York, New York**  
*Associate*
- *Higher education*: Planned implementation of 10-year university strategy and supported the President’s Cabinet in definition responsibilities and collaboration model
  - *Consumer package goods*: Executed procurement diagnostic for \$2B+ revenue foods manufacturer, identifying ~\$100M in recurring savings potential, and supported marketing and sales in determining growth opportunities through consumer behavior, brand positioning, and assortment analyses
  - *Consumer packaged goods*: Assessed and redesigned organizational structures, processes, and talent strategy, with a focus on marketing and sales, for two global multi-billion revenue companies
- 09/2017-08/2018**      **McKinsey & Company**      **New York, New York**  
*Generation Fellow: U.S. Partnership Development Lead*
- Selected for competitive rotation with U.S.-division of global workforce development non-profit
  - Led partnership expansion with philanthropies, non-profits, and employers to result in the design and launch of 8 new programs across 6 new locations, doubling U.S. footprint
  - Designed and launched innovative “pay for performance” model with employer partners to ensure

financial sustainability of programs based on performance forecasts, applying a return on investment calculator for business costs of hiring, training, and attrition

- 2012-2014**      **DoStuff Media**      **Austin, Texas**  
*Rapidly-scaling technology startup that powers an international network of local media properties*  
**Manager, Education and Training**
- Led 5-person team in development of customer and internal resource platforms for both technical and business needs to serve network of nearly 100 stakeholders, which decreased one-to-one support by 30%, facilitated best practice sharing, and resulted in product improvements
  - Established and directed training “bootcamp” for new network customers to standardize performance expectations, supporting ~50% faster growth rate within 6 months of launch
  - Developed processes essential for company communication and growth strategy, including use of project management application, national sales coordination, talent strategy, and new hire training
- 2010-2012**      **Teach for America/A.P. Solis Middle School**      **Donna, Texas**  
**Teacher, 6<sup>th</sup> Grade Science**
- Selected speaker for 2012 TFA Alumni Induction Ceremony of 120 regional corps members
  - Awarded Distinguished Service honor for leading after-school tutorials for at-risk migrant students
  - Designed and implemented curriculum and tracked student progress to result in >90% pass-rate
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## EDUCATION

- University of Virginia Darden School of Business**      **Charlottesville, Virginia**  
*Master of Business Administration, May 2016*
- Raven Society, one of three selected First Year students for the university’s oldest honors society
  - President, Consulting Club
  - Volunteer teacher with Resilience Education at Dillwyn Correctional Facility

- University of Virginia**      **Charlottesville, Virginia**  
*Bachelor of Arts in Media Studies, Spanish Minor, May 2010*
- Graduate with Highest Distinction; Dean’s List 2006-2010; GPA: 3.8
  - Program Director for Latino and Migrant Aid
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## PUBLICATIONS

- [“From Transition to Transformation,”](#) McKinsey.com, December 2020
  - [“Reimagining a more equitable and resilient K-12 education system,”](#) McKinsey.com, September 2020
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## PERSONAL

- Certified Vinyasa yoga instructor; 1,500 hours of professional teaching experience
- Studied in Argentina and traveled extensively in Latin America to gain conversational fluency in Spanish
- Served as a Child Advocate with the Young Center for unaccompanied immigrant children in Texas