

# JOE BERISH

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## EXECUTIVE SUMMARY

### Enterprise Strategy, Operations, and Transformation Executive With Industrials, Manufacturing, Mobility, Supply Chain, Healthcare, Business Analytics, and Executive Relationships Expertise

#### ABOUT ME

Adaptive strategy and operations executive with a 20-year record of leading data-driven programs and scaling organizations across industrials, technology, consumer goods, and healthcare. Known for transforming complex analysis into clear executive decisions, building high-performing teams, and creating lasting competitive advantage. Combines consulting expertise with industry leadership experience to deliver growth, operational efficiency, and mission-driven impact.

#### CAREER IMPACT HIGHLIGHTS

**Enterprise Value Creation:** Trusted executive advisor delivering \$300M+ in realized savings and shaped \$1B+ in new opportunities across mature and growth-stage companies.

**Growth and Team Multiplier:** Helped scale a private equity advisory practice more than 2X in two years while developing junior team members, enhancing GTM, and building sustainable operating practices.

**DaaS & SaaS Innovation:** Engineered data architecture to build predictive models, ML algorithms, and BI dashboards, powering a \$5M B2B DaaS platform, enabling C-suites to make data-driven decisions.

**Supply Chain Expert:** Developed a structured assessment methodology to identify profit-at-risk, revenue opportunities, and document gaps to best practices at 100+ global factories.

#### AREAS OF EXPERTISE

Global Business Strategy & Operating Leadership • Transformation & Change Management • PE Value Creation & M&A Due Diligence • Business Process Optimization & Automation • Organizational Design & Leadership Development • C-Suite Advisory & Influence • People, Process & Technology Optimization • Business Development & Client Relationships • Data Engineering & DaaS/SaaS Commercialization

## EXPERIENCE

### AMBE ENGINEERING

*Management consulting & staffing firm specializing in operational improvement and supply chain solutions.*

#### MANAGING DIRECTOR

**Farmington Hills, MI | 06/2024 – 08-2025**

Recruited to implement operational best practices to scale the firm's delivery capabilities, building an account management structure, and driving strategy with the CEO, CFO, and President.

- Transformed delivery capabilities by creating a comprehensive project delivery library, standardized procedures, and training materials, leading to improved client satisfaction and follow-on work.
- Built and launched enterprise account management system and structured delivery playbook, strengthening client retention and enabling scalable growth for Fortune 500 partnerships.
- Led 14 consultants in an on-site supply chain risk assessment for 60 suppliers, identifying over \$10M in weekly profit-at-risk for a major client.
- Led 3 consultants, including an interim plant manager, to turn around the cost, quality, and delivery at a struggling manufacturing plant in Mexico, as part of a global restructuring.

## OLIVER WYMAN

*A premier global management consulting firm.*

### CHIEF OF STAFF | SENIOR MANAGER

**Southfield, MI | 07/2022 – 06/2024**

Recruited by partners to return to the firm in a tailored Chief-of-Staff role to scale the Industrials x Private Capital practice. Tasked with filling the customer pipeline, standardizing processes, developing thought leadership materials, and leading due diligence and market studies for PE firms and Investment Banks.

- Helped grow the practice 2x in two years by building a customer pipeline process resulting in 25+ new client relationships and developing junior staff to execute projects.
- Built a knowledge and marketing collateral library to streamline prep for customer meetings.
- Led operational and strategic due diligence for 10+ M&A transactions, delivering market sizing, Voice of Customer (VoC) analysis, and value creation frameworks to financial sponsors.

## BLUE CROSS BLUE SHIELD OF MICHIGAN

*One of the top 10 health insurance providers in the country.*

### SENIOR STRATEGIST | DIRECTOR-LEVEL

**Detroit, MI | 05/2019 – 07/2022**

Hired to a tailored, Director-level role to bring business acumen, data-driven insight, and a strategic consulting mindset to the corporate strategy team. Focused on improving the competitive insights on the CEO dashboard, improving the analytical rigor for strategic planning, and managing the enterprise strategic portfolio.

- Drove the enterprise strategic portfolio management process, enabling executive leadership to prioritize investments, evaluate risk, and align capital allocation with growth strategy.
- Managed monthly dashboard to the Office of the CEO which monitored financial, operational, and competitive KPIs to improve decision-making cadence and executive alignment.
- Led profitability, growth, and cost target-setting process across eight business units and managed data-driven validation of enterprise OKRs (aspirations) to support strategic planning.
- Part of the PMO that drove the formation of a new care delivery entity.

## OLIVER WYMAN

*A premier global management consulting firm.*

### ASSOCIATE DIRECTOR

**Southfield, MI | 01/2016 – 05/2019**

Promoted to a leadership role responsible for leveraging manufacturing subject matter expertise to help deliver results in numerous projects including cost-reduction, ML model development, and operational excellence.

- Led re-design and commercialization of a \$5M DaaS/SaaS platform, creating proprietary ML algorithms that equipped client executives with predictive insights, extending the revenue lifecycle.
- Recognized as a subject matter expert for the global automotive industry specializing in global footprint optimization, operational best practices, and labor efficiency.
- Led large-scale cost reduction workstream which included \$45M in annualized savings for an iconic consumer brand through process, commercial, and engineering improvements.
- Led a “spans & layers” project to drive organizational change management for a \$6B company, identifying significant cost-savings and efficiency opportunities.
- Established a project management office (PMO) for an automotive factory to hand over the distribution process to a 3PL provider.
- Performed operational maturity, risk, and best practices assessments for 30+ facilities.
- Assisted with the accelerated launch of new Digital Practice at Oliver Wyman by conducting dozens of interviews supporting “win-loss analysis” of proposals.

## SENIOR PROJECT MANAGER

**Southfield, MI | 01/2010 – 12/2015**

Progressed into a leadership role responsible for delivering complex transformation programs, innovating with technology, and serving as a subject matter expert for the automotive industry and data analytics.

- Delivered \$30M+ in factory efficiency and supply chain savings for a plant in Spain.
- Reduced plant absenteeism by identifying \$3M in immediate and \$7M in long-term annual savings.
- Developed a dynamic indirect labor model for a luxury automaker's controlling department.
- Performed operational maturity, risk, and best practices assessments for 40+ facilities.

## PROJECT MANAGER

**Southfield, MI | 01/2007 – 01/2010**

Led the day-to-day operations of the Harbour Report in Europe. Directed the cross-functional group's work streams, evaluated team performance, and gathered requirements for web application re-engineering.

- Directed the re-engineering of the web-based database and reporting app by setting the vision, gathering requirements, developing business logic, and prioritizing features for the DevOps team.
- Improved the quality and productivity of the Harbour Report every year based on VoC feedback.
- Performed operational maturity, risk, and best practices assessments for 20+ facilities.

## HARBOUR CONSULTING

*A boutique management consulting firm specializing in labor productivity and Lean manufacturing.*

## ANALYST

**Troy, MI | 02/2005 – 01/2007**

Began consulting career in a foundational role on the auto industry's premier productivity project, tasked with mastering Lean principles from industry pioneers and data-driven operational analysis.

- Trained in Lean methods, applying them to assess maturity at 15+ manufacturing facilities.
- Developed a value stream map of over 800 elements to optimize the project's delivery process.

## RYDER SYSTEM, INC

*A global provider of supply chain, dedicated transportation, and fleet management solutions.*

## OPERATIONS ANALYST

**Ann Arbor, MI | 03/2000 – 12/2003**

Began career as an audit analyst and promoted to operations analyst as part of a dedicated team of six who managed freight operations for United Technologies and its subsidiaries, with \$20M+ in FUM.

- Implemented \$11M in savings through logistics optimization and contract management.
- Improved warehouse operations to improve freight payment accuracy and speed.

## EDUCATION

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### INDIANA UNIVERSITY | BLOOMINGTON, IN

Master of Science, Finance | 2017

Master of Business Administration | 2015

### UNIVERSITY OF MICHIGAN | ANN ARBOR, MI

Bachelor of General Studies (Focus: Statistics, Economics, Political Science) | 2004

## THOUGHT LEADERSHIP

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**Forbes (Editor's Pick):** "White-Collar Perks for Blue-Collar Jobs" (2018)

**The Harbour Report®** - Annual industry benchmarking publication (2006-2018)

**25+ papers and case studies** on operational excellence, market dynamics, and enterprise performance