

ZACHARIAH J. RODGERS (ZACH)

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EXPERIENCE

McKinsey & Company **Washington DC | 2019 - present**

Consultant, Engagement Leader

- Lead engagements across private, nonprofit, public, corporate sectors to resolve strategic and operational issues for senior executive leaders
- Received top ratings for leadership in 2021, 2022

HEC Paris: Society & Organizations Center **Paris, France | 2017 - 2019**

Research Fellow

- Led research program focused on business and societal interrelationships; produced Impact Strategy report
- Developed social impact approach to support Danone multinational headquarters' Ecosystem Fund initiative

Stanford University **Palo Alto | 2012 - 2017**

Industry Analyst, Researcher, Team Leader

- *Social and financial performance; new technology in multinational hi-tech firms.* Built quantitative predictive models; Led NSF-sponsored team to collect ~500 observation hrs in U.S., Mexico, Japan at Fortune 100 firm
- *Thought leadership*
 - Cited by 250+ other publications, research mentioned in *Bloomberg* and *Harvard Business Review*
 - Authored 10+ published works (e.g., *Strategic Management Journal*, *Stanford Social Innovation Review*)
 - Presented research insights to academics and executives at ~20 conferences, leading universities, board rooms

E-commerce startup **Boston | 2005 - 2010**

Founder-President

- Bootstrapped e-commerce firm to self-sustaining profitability that remained in business 10+ years after divestiture
- Optimized inventory and shipping to drive per-order fulfillment costs ~50% below peer levels
- Developed and implemented sales strategy that led to top sales and satisfaction ratings for majority of 400+ SKUs on multiple marketplaces

Ford, GM, and Chrysler – onsite client services through Novastar Solutions **Detroit | 2003 - 2005**

- Provided onsite UNIX-based engineering support; achieved install process efficiency savings of 50-60%

EDUCATION

PH.D. | STANFORD UNIVERSITY **2017**

Management Science & Engineering—Organizations, Technology, & Entrepreneurship | (3.88 GPA)

- Earned awards for scholarship from *Stanford d.school*, *UPenn School of Social Policy & Practice*, *Wharton School Mack Institute for Innovation*, and *Satell Institute for Corporate Social Responsibility*

M.B.A. | BRIGHAM YOUNG UNIVERSITY **2012**

Marriott School of Management | (3.99 GPA)

- Finished 1st of 161 students | GMAT 99th percentile
- Hawes Scholar—*given to 10 students for greatest ethical and leadership contribution to class of 2012*

UNIVERSITY OF MICHIGAN | B.A. **2005**

- Completed double-major with distinction: Economics | Asian Studies (highest honors) | **(3.78 GPA)**

VOLUNTEER EXPERIENCE

- Serve Church of Jesus Christ of Latter-day Saints congregations in teaching and pastoral roles, including 2-year mission in Tokyo, Japan, working with local community members in Spanish and Japanese languages
- Spearheaded Stanford's adoption of digital resource delivery; led first year MBA cohort as Section president