

## Implementation Facilitator, Product Development and Procurement

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Company: McKinsey & Company

Location: Bengaluru

Category: business-and-financial-operations

You will be based in one of our India offices - Bengaluru, Gurugram, Kolkata or Mumbai - as a part of McKinsey Implementation in the Operations practice.

McKinsey Implementation is a rapidly growing capability of our firm. It provides continuous, distinctive support to our clients to ensure they achieve and sustain the full benefits of McKinsey's recommended changes. Our implementation consultants are involved from strategy through execution with a disciplined eye on impact and sustainability at every stage of the project life-cycle. You can find more details .

Our Operations practice sits at the intersection of strategy, technology, and transformation to deliver sustainable and inclusive growth. It assists our clients in solving complex operational challenges.

Our Product Development and Procurement service line (which comes under our Operations practice) is committed to helping clients to develop EBITDA improvement strategy, develop products that fit market needs, produce attractive margins, provide platforms for add-on offerings, advice on strategic and operational questions such as global sourcing, e-procurement, supplier development and the formation of purchasing organizations. You will work with some of the leading senior advisors and experts in the industry to solve our client's most important and complex problems. You can find more details .

You will work directly with client leaders and front-line operators on topics where implementation issues are important and where driving change is critical to successful realization of goals.

**Solve complex problems for clients.** You will spend about 80% of your time working at

client location as part of consulting teams helping solve complex client problems in product development and procurement domains. This work includes but is not limited to end to end margin transformation, product and organization level EBITDA improvement, rationalizing product design based on competitive teardown analysis and customer insights, building and implementing sourcing strategies, helping client teams estimate product should cost based on clean sheet costing (and hence design a low cost product), working on new product development arena reducing new product development time, cost and quality attributes, carrying on survey to understand improvement aspects of the organization to support an efficient and effective product development and improving thereof to build a sustainable capability for the R&D organization for clients, design to cost, design to value, global sourcing, commodity strategy, cost structure, clean sheet, supplier development, negotiation, strategic sourcing, cost saving ideas/lever identification, reduce costs, spend analysis, procurement transformation, etc.

**Build cutting-edge knowledge base** About 20% of your time will be spent on developing cutting edge knowledge related to the Product Development and Procurement (PDP) domain and in delivering specialized remote services to clients. You will also support the development and maintenance of various practice knowledge initiatives by way of building McKinsey's knowledge on PDP related topics.

**Develop your expertise:** You will build your expertise in PDP across advanced industries including but not limited to automotive, consumer electronics, electric vehicles & batteries, semiconductors, oil & gas, and so on. You will be mentored by our implementation experts who bring decades of industry experience and a track record driving change in complex organizations. You will also be supported with a world-class implementation toolkit, Impact Essentials (ten elements we have found to be essential to sustaining impact in transformation work) and the best of McKinsey's tools and assets for implementation.

1+ years of experience in product development and design or product cost optimization or strategic sourcing/purchasing or supplier development or spend analysis or commodity strategy, or cost reduction, negotiations, etc.; preferred industries: automotive, semi-conductors, and consumer electronics

A bachelor's degree is required, with preference in engineering domain

Strong analytical and problem-solving skills

Strong desire to learn and develop within a dynamic, self-led organization

Strong people skills - ability to engage all levels of the organization and work collaboratively in a team environment

Open to extensive travel to client sites

Ability to communicate complex ideas effectively, both verbally and in writing, in English

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