

Contact

New York, NY
1-617-593-2620 (Mobile)
dsj@davidstevenjacoby.com

www.linkedin.com/in/david-steven-jacoby-8b9b918 (LinkedIn)
davidstevenjacoby.com (Personal)
bostonstrategies.com (Company)
bsienergyventures.com (Company)

Top Skills

Supply Chain Management
Strategy
Cybersecurity

Languages

French (Native or Bilingual)
Portuguese (Professional Working)

Publications

Many Supply Chain, Logistics, and Procurement Articles
The Guide to Supply Chain Management
Many Supply Chain, Logistics, and Procurement Presentations
Optimal Supply Chain Management in Oil, Gas and Power Generation
David Jacoby's Blog Page

David Steven Jacoby

Global Supply Chain Transformation through Innovation & Ventures
New York, New York

Summary

NOBODY ELSE has such deep and practical first-hand knowledge of what's on the other end of your international supply chain and how you can use that information to reduce cost, grow revenue, and increase shareholder value. David Steven Jacoby has managed or advised hundreds of executive leadership teams in energy, automotive, transport, and retail throughout Asia, Europe, the Middle East, Africa and Latin America, and authored 5 books on supply chain management.

In addition to management consulting through Boston Strategies International, he is active in innovative energy, e-mobility and cybersecurity initiatives including technologies such as AI, smart mobility, robotics, drone delivery, and energy storage through his role at BSI Energy Ventures. He is also an active board member of New York Energy Week, WP Advisory (an M&A firm), and the International Supply Chain Educational Association, and has appeared in more than 300 publications and media events.

Formerly, he taught at Boston University's Questrom Graduate School of Business and held international leadership roles at Kearney and Oliver Wyman. He earned his MBA and a Masters of Arts from the Wharton School at the University of Pennsylvania, and he studied petroleum engineering at the College of Engineering and Mines of the University of North Dakota.

www.DavidStevenJacoby.com
www.BostonStrategies.com
www.bsiEnergyVentures.com

Experience

BSI Ventures / Boston Strategies International
Chief Executive Officer
January 2005 - Present (15 years 4 months)

CBMM

New Product & Market Development Strategy

October 2017 - December 2019 (2 years 3 months)

New York, New York

As President of Boston Strategies International and BSI Energy Ventures, led project teams for CBMM and other clients in product development, M&A / due diligence advisory, and project management related to high-performance engineered products, energy storage and electric vehicle supply chains.

Al-Suwaidi Holding Company

Strategic Business Unit Transformation: Strategy, Planning & Implementation

2015 - 2017 (2 years)

Al-Khobar Governorate, Saudi Arabia

Led an international consultancy (Boston Strategies Limited) in serving oil, gas & power clients such as BP, Alcoa, Vale, Iberdrola, PTT (Thailand), Al-Suwaidi, TASNEE and their global suppliers such as Freudenberg, Wood Group, Cabot, Mittal Steel, US Steel in the oil & gas, power, metals/ mining, and water treatment industries. Built a sales and delivery network encompassing offices in Bahrain, Boston, Dubai, New Delhi, and Saudi Arabia, and 40 international partners, channel partners, and technical specialists in China, Colombia, India, Iraq, Mexico, Nigeria, Russia, and elsewhere. Project examples include:

Identified and qualified alternative sources of supply of rare earths (yttrium, ytterbium, and erbium), for materials companies.

Led a project that saved 22% of external expenditure by centralizing procurement for an electric and gas utility and engaging strategic sourcing for a variety of categories of external expenditure such as pipes, valves, fittings, and specialized vehicles.

Developed cost estimates for multi-billion dollar construction projects in Oman, Peru, UAE, Canada, South Africa, and Australia for a mining company. Included services, equipment, civil works, and materials, structures, and all-in costs for 50,000 line-items in English and Portuguese.

Analyzed midstream strategy for a major international oil company. Assessed capacity requirements and availability, competitive position of potential alliance partners, and entry strategies.

Wrote the book "Optimal Supply Chain Management in Oil, Gas, and Power Generation" (PennWell, 2012).

American Energy Partners Inc
Advisor To Chief Executive Officer
January 2014 - December 2015 (2 years)

Aramco
Executive Director, Major Capital Projects Program
January 2006 - January 2015 (9 years 1 month)
Al-Dammam Governorate, Saudi Arabia

Initiated and led Boston Strategies International's 12-year worldwide program that studied technological and cost developments and identified major capital expenditure reductions, billions of dollars in throughput increases, and lower inventory costs.

Vattenfall
Project Manager, East Anglia Offshore Wind
2011 - 2011 (less than a year)
London, United Kingdom

Cisco
Market Strategy & Planning
February 1998 - September 2007 (9 years 8 months)
Greater New York City Area

Via the Economist Intelligence Unit, served IT, IoT, Big Data and information, communications & technology (ICT) clients such as Cisco, FICO, IRI, Microsoft, SAP, etc. wrote over a dozen visionary white papers and briefings on technology and shifting business models. Presented results at international conferences. Titles included, for example: The New Face of Purchasing (SAP); RFID Comes of Age; Unleashing the Power of Customer Data (Fair Isaac), Personalisation - Transforming the way business connects (Cisco), Thinking big - Midsize companies and the challenges of growth (SAP), Courting the consumer - Creating dynamic brands in retail and consumer goods (IRI), Retailing - Embracing the challenge of change (SAP), and more.

Most papers were written between 2005 and 2009, and my book Guide to Supply Chain Management was published in 2009.

Boston University
Operations Management Professor
September 2004 - June 2006 (1 year 10 months)
Greater Boston Area

Taught OM725 to 35 graduate students per semester using a combination of case studies, lectures, and exercises. Topics included, for example: constraints management, statistical process control, quality management and Six Sigma, inventory and just-in-time, mass customization, service operations management, and supply chain strategy. Taught in 2005 and 2006.

U.S. Department of Transportation
Transportation Infrastructure Planning
2005 - 2006 (1 year)

Developed a methodology to help the US DOT account for supply chain benefits of large-scale infrastructure projects.

Minerals Technologies Inc.
Global Supply Chain Manager
2004 - 2005 (1 year)

SAP
Product Development - Procurement & Supply Chain Modules
2004 - 2005 (1 year)

Mercedes-Benz do Brasil Ltda.
Cross-Functional Process Improvement Program Team Leader
2003 - 2004 (1 year)
São Paulo Area, Brazil

Re-engineered processes to reduce lead time by 30% and cost by 35%.

Iron Mountain
Lead, Operations Program Management Office
2002 - 2004 (2 years)

UPS
M&A, Due Diligence
2001 - 2001 (less than a year)

FCA Fiat Chrysler Automobiles

Process Improvement

1998 - 2001 (3 years)

Developed and implemented logistics decision support applications such as a freight data warehouse and a Return on Investment model.

Architected, produced, and developed, an e-sourcing tool, Buyer2Buyer®.

Developed alliances, implementation agreements, and business development initiatives, with companies such as Manhattan Associates, SAP, Yantra, TradingDynamics (Ariba), SAS, and Primavera.

CSX Transportation Intermodal

Intermodal Operations Planning

1996 - 1998 (2 years)

Greater Boston Area

Through consulting engagements for vehicle OEMs and transport clients such as BNSF, CSX, FedEx, General Motors, and Volvo, helped global transportation carriers, manufacturers, distributors and logistics service providers (I.T., warehousing, inventory management) improve profitability through purchasing, manufacturing, transportation, and maintenance operations benchmarking, demand forecasting, process redesign, planning and scheduling, materials management, and equipment/infrastructure planning.

General Motors

8 years

Logistics & Distribution

1996 - 1998 (2 years)

Frankfurt Am Main Area, Germany

Global Sourcing and Logistics

1992 - 1996 (4 years)

Greater Detroit Area

Global Sourcing

1990 - 1992 (2 years)

São Paulo Area, Brazil

Designed and implemented major components of a global sourcing program in Brazil that saved 20%.

FedEx

Global Strategic Procurement Project Manager

January 1995 - October 1997 (2 years 10 months)

Greater Memphis Area

Safran

Corporate Strategy Advisor

1994 - 1996 (2 years)

Paris Area, France

Developed a strategy for participation in the maintenance/repair business.

A.T. Kearney

Manager, International Development Program

1989 - 1996 (7 years)

Based in Paris, Sao Paulo, Hong Kong, and USA (New York, Chicago, and Atlanta)

Serving electric and telecom equipment manufacturers as well as vehicle OEMs such as France Telecom, Mercedes-Benz, Schneider Electric, SNECMA, etc. managed engagements in strategic sourcing, transportation, logistics/supply chain optimization, maintenance management, outsourcing and business transformation (reengineering), M&A, privatization, competitive intelligence, and marketing strategy. For example:

Assessed the business strategy, base case, forecast scenarios, and valued an Australasian railway, paving the way for its \$330 million sale.

Evaluated the financial viability of five multi-billion dollar capital projects for a freight logistics and passenger rail and ferry company, resulting in the decision to invest in a container train service and a harbor tunnel.

Helped prepare a copper mine for successful privatization by constructing financials and reorganizing business units, rationalizing production, and optimizing supply chain activities to eliminate waste.

Analyzed transportation rates and identified savings opportunities for chemicals, forest products, and food products shippers. Prepared workshops on negotiating with suppliers.

Implemented a redesigned store logistics process, improving cash-flow and decreasing stockouts and markdowns for a retail chain. Conducted a series of detailed pilot programs.

For an auto maker, supported the transfer of best practices in just-in-time production, materials management, maintenance, and material utilization, across 16 stamping plants.

Schneider Electric
Organization Design
1994 - 1995 (1 year)
Grenoble Area, France

Orange
European Procurement Strategy
1993 - 1994 (1 year)
Paris Area, France

Galleries Lafayette
Logistics Transformation
1992 - 1994 (2 years)
Paris Area, France

The World Bank
Junior Economist
1987 - 1987 (less than a year)
Tunisia

Analyzed domestic resource cost of seven agricultural commodities in (potatoes, oranges, olives, dates, hard wheat, soft wheat, and barley). Follow-on mission based on a successful USAID project in the same ministry. The work, which was conducted in French, presaged a wave of free-market reforms.

Oliver Wyman
Business Analyst, Maritime & International Trade
1985 - 1987 (2 years)
Greater Boston Area

Developed business and investment strategies, economic analyses, and decision support tools for maritime clients and ports. Also participated in World Bank-funded projects for African governments.

Architected and built key elements of a computer-based World Trade Forecasting Service that was subsequently sold to an econometric forecasting firm.

Developed valuation models and scenarios during due-diligence for a ground-breaking multimodal merger.

Ford Motor Company

Intern

1983 - 1983 (less than a year)

Paris Area, France

Education

The Wharton School

Master of Business Administration (M.B.A.), Business Strategy and Marketing

University of Pennsylvania - The Lauder Institute

Master of Arts (MA), French (France) and Portuguese (Brazil)

Technische Universiteit Delft

Exchange Program, Political Economy

University of North Dakota

Bachelor of Science (B.Sc.), Engineering

University of Pennsylvania

Bachelor of Science (B.S.), Finance, International Business