

Edward Thornton

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Helen Cartwright

Bain & Company

Dear Helen,

I am writing regarding the Principal Consultant position at Bain & Company's London office. Over the past ten years at McKinsey and Deloitte, I have led strategy, operations, and transformation engagements across financial services and the public sector, and my last three projects delivered combined annual savings of over £45 million for clients.

At McKinsey, I led a 12-month operating model redesign for a top-5 UK retail bank that identified £28 million in annual savings through branch network optimisation and back-office automation. I also directed a digital transformation programme for a government department, managing six workstreams and a team of 35 across multiple organisations. On the commercial side, I grew the public sector pipeline by £4.2 million in 2024 through three successful bids. Earlier at Deloitte, I supported post-merger integration for two regional building societies and led a procurement savings programme for an NHS foundation trust that identified £3.8 million in addressable spend.

Bain's results-driven approach and its growing UK public sector practice align closely with the work I have been doing. I hold an MBA from London Business School and a First from Cambridge, and I have a strong track record of developing junior talent. Three of my five current mentees have been promoted in the past two years.

I would welcome the opportunity to discuss how my experience could contribute to Bain's London office.

Sincerely,

Edward Thornton