

Edward Thornton

Management Consultant



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Management consultant with ten years of experience across strategy, operations, and large-scale transformation programmes. Currently a Principal at McKinsey & Company's London office, leading engagements in the financial services and public sector practices. Prior to McKinsey, spent four years at Deloitte working on post-merger integration and cost reduction programmes. Track record of delivering measurable impact — my last three engagements delivered combined annual savings of over £45 million for clients.

■ EXPERIENCE

Principal (Associate Partner), McKinsey & Company, London

Mar 2021 – Present

Lead client engagements across financial services and public sector, typically managing teams of 4–8 consultants.

- Led a **12-month operating model redesign** for a top-5 UK retail bank — identified £28 million in annual cost savings through branch network optimisation and back-office automation
- Directed a **digital transformation programme** for a government department, overseeing 6 workstreams and a team of 35 across McKinsey, the client, and 2 implementation partners
- Grew the firm's **public sector pipeline by £4.2 million** in 2024 through 3 successful bids to central government departments
- Mentoring **5 Associates and Engagement Managers** — 3 have been promoted in the past 2 years

Engagement Manager, McKinsey & Company, London

Sep 2018 – Feb 2021

Managed day-to-day delivery on strategy and operations engagements, primarily in insurance and banking.

- Ran a **claims transformation programme** for a Lloyd's syndicate — reduced average claims processing time from 22 days to 9 days
- Delivered a **pricing strategy review** for a UK motor insurer that led to a 3.4 percentage point improvement in combined ratio
- Managed **4 concurrent workstreams** on a post-acquisition integration for a mid-market private equity portfolio company

Senior Consultant, Deloitte Consulting LLP, London

Jan 2016 – Aug 2018

Worked within the Strategy & Operations practice focused on post-merger integration and operational improvement.

- Supported the **PMI of two regional building societies** — developed the Day 1 readiness plan and tracked 340+ integration milestones
- Led a **procurement savings programme** for an NHS foundation trust — identified £3.8 million in addressable spend across 6 categories

Analyst, Deloitte Consulting LLP, London

Sep 2014 – Dec 2015

Graduate analyst on the consulting fast-track programme.

- Performed **data analysis and benchmarking** on 8 client engagements across financial services and healthcare
- Built a **market sizing model** for a UK wealth manager evaluating entry into 3 European markets

■ EDUCATION

MBA in Strategy, London Business School, London

Sep 2016 – Jun 2018

Concentrated in strategy and finance. Member of the Consulting Club executive committee. Case competition finalist — placed 2nd at the European Inter-MBA Consulting Challenge.

BA (Hons) in Economics, University of Cambridge, Cambridge

Oct 2011 – Jun 2014

First Class Honours, Pembroke College. Awarded the college's economics prize in Part II.

■ SKILLS

Strategy Development & Market Sizing • Operating Model Design • Post-Merger Integration (PMI) • Cost Transformation & Efficiency • Stakeholder Management (C-Suite & Board) • Programme & Workstream Management • Financial Modelling & Business Case Development • Client Relationship Building & BD • Team Leadership & Mentoring • PowerPoint & Structured Communication

■ CERTIFICATIONS

McKinsey Problem Solving & Leadership Certification, McKinsey & Company

Jun 2019

PRINCE2 Practitioner, AXELOS

Nov 2016

■ LANGUAGES

English (native) • Mandarin (business proficiency)

■ PROJECTS

Branch Network Optimisation – UK Retail Bank

Jun 2023 – May 2024

Led a 12-month engagement to redesign the branch network for a top-5 UK retail bank with 640 branches.

- Developed a **data-driven branch clustering model** using transaction volumes, footfall, and demographic data
- Recommended closure of **84 branches** and conversion of 120 to digital-assisted formats
- Projected **£28 million in annual savings** with minimal customer impact based on migration modelling

Claims Transformation – Lloyd's Syndicate

Sep 2019 – Jun 2020

Managed a programme to overhaul the claims handling process for a specialist Lloyd's syndicate.

- Mapped **14 end-to-end claims processes** and identified 38 improvement opportunities
- Reduced average claims processing time from **22 days to 9 days**
- Estimated annual benefit of **£8.5 million** from faster settlement and reduced leakage

■ REFERENCES

Catherine Liu, Partner – Financial Services, McKinsey & Company, catherine.liu@mckinsey.com, +44 7700 900 052

Andrew Pemberton, Director – Strategy & Operations, Deloitte Consulting LLP, andrew.pemberton@deloitte.co.uk, +44 7700 900 167

■ EXTRA CURRICULAR ACTIVITY

Trustee – The Sutton Trust Social Mobility Programme

Jan 2020

Serve on the board of a programme that helps state school students access top universities and graduate employers. Review programme strategy quarterly and helped secure £1.2 million in corporate funding.

Marathon Running

Jan 2019

Completed 4 marathons including London (2022, 3:28) and Berlin (2023, 3:21). Raised £8,400 for the Mental Health Foundation across all races.