

# David Webb

Senior Partner and Managing Director, Philadelphia



David Webb is a Senior Partner and Managing Director in the Philadelphia office of The Boston Consulting Group.

He joined BCG in 1998 and he has worked primarily in the Consumer Goods and Retail Industries

David is the Managing Director of BCG's Philadelphia office. His work is focused on large transformation efforts primarily with retailers and consumer goods players in the food and beverage industries. David's work spans organizational design/build, growth, and cost improvement efforts. He has also work extensively in Europe and Asia.

His recent BCG experience includes:

- Global re-organization design and build for a leading branded food supplier
- Merchandising function re-design for a large food distributor
- Centralization and consolidation of business units for a major North American retailer
- Go-to-market strategy and redesign and build of distribution network for wine and spirits player
- Growth strategies in food categories for a large retailer
- Meat strategy for a large food distributor
- Revenue management strategy and organization build for multiple beverage providers
- Category growth strategy and execution for a US based supplier
- Transformation of a U.S. based consumer goods business – including supply chain redesign and setting / executing a growth agenda
- Portfolio strategy for wine and sprits player
- General merchandise and pharmacy strategy for a grocery and mass retailer
- Pricing and growth opportunities for the service business in large US retailer
- International expansion efforts into China for a global CPG and leading retailer

Prior to business school, David worked for General Electric in the U.S. as well as for subsidiaries in Hungary and Italy. He worked in GE's Lighting and Power Systems' businesses. Mr. Webb holds an MBA from Harvard Business School, a BS in Industrial Engineering from Case Western Reserve University, and a BA in Physics from Ohio Wesleyan University.