

DAVID S. JACOBY

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EXECUTIVE SUMMARY

Experienced business executive providing marketing & supply chain strategies for technology leaders in smart grid, smart cities, and e-mobility, esp. in energy storage, distributed energy resource management, and advanced battery technologies. Prior consulting on strategy and performance improvement for global clients in power, automotive, logistics, retail, and other industries. Founded 3 companies and authored 5 [books](#) on supply chain management.

BOARDS AND PROFESSIONAL APPOINTMENTS (selected)

Director, New York Energy Week.

Adjunct Director, North American Electric Reliability Corporation, Cyber Security Supply Chain Working Group.

Chair, APICS (The Association for Supply Chain Management, Boston chapter). VP Programs (3 years), President & Chairman (1 year), Director-at-Large (2 years). (2006-2011)

Chair, Council of Logistics Management (New England Roundtable). VP Programs (1 year), VP Marketing (3 years), President & Chairman (1 year), VP Personnel (1 year), VP Education (1 year). (2000-2005)

Director, International Supply Chain Education Alliance, 2012-present. Chief Judge, Ptak Prize Committee.

Director, Institute for Supply Management (ISM). VP Membership for the Logistics & Group. (2009-2010)

Faculty, Boston University, Operations Management Department. Taught 35 graduate students per semester via case studies, lectures, and exercises on constraints management, process control, quality, JIT, mfg., etc., at companies such as **Apple, Dell, HP, McDonalds, and Toyota**. (2005-2006)

WORK EXPERIENCE

Boston Strategies International, Founder & President, Boston, Dubai, NY, 1998 – present

Power/Energy: Avangrid, Aramco, Centrica, Iberdrola, NERC, Raytheon, Siemens, Vattenfall, etc. (clients)

- Built a sales and delivery network of 70 consultants, 19 channel partners and 25 technical specialists.
- Founded **BSI Energy Finance** to manage a flow of investment deals.

The Economist Intelligence Unit, Contributing Editor. New York, 1998 –2005

AI/IoT/Digital Transformation: Cisco, FICO, IRI, Microsoft, NEC, SAP, tech ventures/spin-offs (clients)

- Researched, analyzed, and wrote thought leadership papers
- Presented at conferences, e.g., RFID World, IRI Summit. Wrote *Economist Guide to Supply Chain Management*.

Norbridge, Inc., Principal. Boston, 1996 – 1998

Auto/Transport/Mobility: BNSF, CSX, FedEx, Fiat, GM, Renault, Volvo, VW, ZF, etc. (clients)

- Managed geomapping, process improvement, and reengineering projects.
- Evaluated international growth strategies for transportation and logistics companies.

A.T. Kearney, Inc., Manager, Paris/New York/Chicago/Sao Paulo/Hong Kong, 1989 – 1996

Electric/Vehicles: France Telecom, Mercedes-Benz, Schneider Electric, SNECMA, etc. (clients)

- Managed engagements in strategic sourcing, transportation, global trade mgmt., logistics, transformation, etc.
- Led a Benchmarking Center of Excellence in Paris.

Oliver Wyman, Research Associate. Boston, 1985 –1987

- Developed economic analyses and decision support tools for shipping lines and ports. Forecasted trade.

EDUCATION, CERTIFICATIONS, AFFILIATIONS, AND LANGUAGES

MBA, Wharton School, University of Pennsylvania, Strategic Planning and Marketing.

Master of Arts, Lauder Institute, University of Pennsylvania: French and Portuguese.

Bachelor of Science in Economics, University of Pennsylvania. Finance and International Business.

Studied at [Université de Compiègne](#) and [Delft Institute of Technology](#).

Certifications: Energy Procurement ([AEE](#)), Production and Inventory Management ([APICS](#)), Supply Chain Management (CSCP), Integrated Resource Management (CIRM), Purchasing (C.P.M.), Transport/Logistics (CTL).

Languages: French (fluent), Portuguese (conversational).