

Jeffrey C. Sinclair

2 Kenilworth Mews, Cleveland Heights, Ohio 44106

Email: jcsinc@umich.edu Phone: (216) 534-1037

Employment

University of Michigan
Ann Arbor, Michigan

March 2013-Present

- Lecturer IV
- Ross School of Business
- Classes taught:
 - TO 465 – Capstone course offered to BBA seniors and MMs on management consulting
 - ES 735 – Graduate elective offered to MBA2s; an integrative class in general management, emphasis on companies in need of a turnaround
 - MAP – Faculty advisor to MBA1 teams each year; seminars for all MAP students on project scoping and executive communications;
 - LBLE – Faculty advisor to blended graduate / undergraduate teams
- Support to Career Services for students seeking opportunities in consulting

McKinsey & Company
Washington, DC; San Francisco, CA; Cleveland, OH; Barcelona, Spain

August 1981-December 2012

- Director / Senior Partner
- Management consultant to high tech, consumer, automotive, and industrial companies; also served US Federal Government
- Co-founder and multiple leadership roles in the global operations practice
- Member of Firm-wide partner election and performance review committees

Education

University of Michigan

September 1975-May 1981

- Masters of Business Administration, 1981, Beta Gamma Sigma
- Bachelor of Science in Engineering, 1979, Tau Beta Pi

Personal

- Member OABL Faculty Advisory Group
- Board member, Zell Lurie Institute for Entrepreneurial Studies
- Served on the Ross Dean Search Committee in 2015-16
- Former board member, Center for Entrepreneurship in the College of Engineering
- Former board member and chair of the Ross Visiting Committee and the Ross Corporate Advisory Board
- Investor, board member, and executive in multiple startups and PE-owned companies
- Board member, Manufacturing Advocacy and Growth Network (MAGNET), not-for-profit providing economic development services to the manufacturing sector in Northeast Ohio
- Married, father of two adult children, grandfather of one grandson

Case Writing since 2013 (available upon request)

Sole author

- American Heritage Motorcycles – Entrepreneurial startup in motorcycle retailing; business expansion/development
- Cintrifuse – Regional economic development; entrepreneurial ecosystem creation and management
- The Michael’s Companies – Arts and crafts retailer; strategic and operational turnaround (new 2020, updated 2021, 2022)
- IMMIG – Entrepreneurial startup in big data and analytic services; raising equity and strategic exit
- Peloton – Growth company in interactive exercise services and equipment; strategic and operational turnaround (new 2023)
- Sally Beauty – Retailer in the haircare and beauty products industry; Acceleration of profitable growth (new 2023)
- S20/Z-Bond – Entrepreneurial startup in advanced materials; raising equity and investment for value creation
- Tesla – Leader in electric vehicle industry; valuation, investment for growth, and transition from startup to going concern (new 2018)

Co-author

- Acme – Entrepreneurial startup in medical devices; valuation and raising equity
- Arlington Aerospace – Private equity spin out in aircraft components, customer value delivery and operational performance improvement (major rewrite 2019, updated 2020, 2021, 2022, 2023)
- Bob Evans – Restaurant and packaged food company; performance improvement and restructuring
- Doctors.com – Entrepreneurial startup in medical IT; investment for growth and pivoting the business model (major rewrite 2020, updated 2021, 2022, 2023)
- DNA Associates – Entrepreneurial startup in biomedical pharma; investing for growth and return on investment
- Facts, Fools and Frenzy – Tech-based valuation (Facebook, Twitter, Instagram, Snapchat)
- Ford – Automotive company; changing metrics and objectives for performance in the face of technology disruption and evolving industry structure (Updated 2020, 2021, 2022, 2023)
- Groupon – Online marketplace company; customer value proposition and pivoting the business model, performance turnaround
- Mattel – Consumer company performance improvement (updated 2020, 2021, 2022, 2023)
- Navistar – Industrial company performance improvement
- Skyspecs – Entrepreneurial startup in data acquisition and analytic services serving wind power industry; raising equity and investment for growth
- Sus Clinicals – Pharma R&D services company; customer value proposition to minimal viable product and company start up
- Uber vs ZipCar – Tech-based go-to-market alternatives

- United States Postal Service – Government agency performance improvement, updated every year (major rewrite 2018, updated 2019, 2020, 2021, 2022, 2023)
- Velocity Avionics – aerospace supplier facing major disruption due to Covid, the Boeing 737 Max crashes, and technology disruption (updated 2022 and 2023)
- Xerox – Print and digital document products and services company; strategic and operational turnaround (major rewrite 2018, updated 2020, 2021, 2022, 2023)

Undergraduate Lecture Materials

- Customer Value Propositions and Markets
- The Income Statement, Assets and Return on Investment
- Go-to-Market and Supply Chain
- Sources of Capital and the Balance Sheet
- How the Balance Sheet and Income Statement Work Together
- Return on Equity and Leverage
- An Introduction to Valuation
- Linking Business Performance to Valuation
- Some More on Valuation and an Introduction to Raising Equity Capital
- Summary of Valuation and Capital Markets
- Tying It All Together
- Core Financial Analysis
- Competitive Analysis

Graduate Lecture Materials

- A Few Thoughts on Performance
- Crafting and Delivering Effective Presentations
- Interviewing Effectively to Scope the Problem
- Some Simple Tools for Making Tough Decisions