

## Yongah Kim

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Joined Rotman Business School of University of Toronto in January 2020 as an Associate Professor. Is in the Strategy Area and also serve as a Faculty of the Self Development Lab and the Leadership Development Lab. Prior to joining Rotman, was a Senior Partner at McKinsey & Company. Been with McKinsey for over 23 years accumulating extensive global experience working across Asia, US and Canada. Diverse set of experiences that span across digital & analytics transformation, global expansion, performance transformation, digital marketing and sales effectiveness in a wide range of industries including Finance, Healthcare, Consumer and Heavy Industries. Particularly deep in digital and performance transformations in the financial services sector. Number of leadership positions at McKinsey including building and leading multiple industry practices in Canada and Korea and several service lines such as Digital Marketing and the Growth Tribe of the North America Banking Practice. Deep expertise in leadership and people development having led number of People Committees, Women's Initiatives at McKinsey and served on McKinsey's Global Partner Election Committee for 7 years including being the co-chair of this committee. Currently vice chair of the board of The Hospital for Sick Children. Serves as the chair of the Research Committee and member of the HR and Governance Committee of this board. A board member of Equitable Group, a fast-growing innovative financial institution in Canada. Recognized thought leader on business and social issues, particularly those relating to Finance, Healthcare and female leadership. Has the distinction of being the first Korean woman elected to Partner and Senior Partner at McKinsey.

### Education

1999 – 2001	<b>Harvard Business School, Boston, USA</b> MBA
1992 – 1996	<b>Yonsei University, Seoul, Korea</b> BA, Business Administration

### Work Experience

Jan 2020 – Present	<b>Rotman Business School, University of Toronto, Canada</b> Associate Professor, Strategy Area. Core faculty, Leadership Development and Self Development Lab in the Desautel Center of Integrative Thinking. Teaching Strategy, Consulting courses and Leadership programs and doing applied research in AI
May 2015 – Jan 2020	<b>McKinsey &amp; Company, Toronto, Canada</b> Senior Partner <ul style="list-style-type: none"><li>■ Performance improvement transformation (&gt;1.5 billion) and change management for a North American financial institution</li><li>■ Digital transformation for a North American financial institution</li><li>■ Agile transformation for an insurance company in the US</li></ul>
August 2001 – April 2015	<b>McKinsey &amp; Company, Seoul, Korea</b> Senior Partner, Partner, Associate Partner, Engagement manager, Associate <ul style="list-style-type: none"><li>■ Marketing &amp; Sales excellence programs, digital marketing and product strategies for a leading global consumer electronics company</li><li>■ Vision, global/regional expansion and corporate strategies for leading Korean Financial Holding companies, Korean and multinational banks, payment companies and insurance companies in Korea, Japan, China and South East Asia</li></ul>

- Strategy and operational turnaround programs for hospitals in Korea, Asia growth strategies for global pharmaceutical companies and healthcare business building strategies for Korean conglomerates
- Global expansion, new business strategy and post merger integration for global construction and heavy industry companies in Korea

Summer 2000

**Morgan Stanley, Hong Kong**

Summer Associate

- M&A for a leading automotive company in Korea, M&A evaluation for a multinational company based in Hong Kong and JV support for a multinational company based in Singapore

February 1996 – July 1999

McKinsey & Company, Seoul, Korea

Business Analyst, Associate

- Customer segmentation, product development, marketing and sales stimulations programs for banks and insurance companies in Korea
- Product and new business building strategy for global pharmaceutical and medical device company in Chicago (short term transfer to McKinsey’s Chicago office in 1998)
- Helping a Korean government-sponsored study assessing the medium to long-term sustainability of 20 financial institutions during the Asian Financial Crisis

**Leadership roles**  
(past and current)

Leadership roles at  
McKinsey & Company

- Vice chair and committee member of the Global Partner Candidate Election Committee for 7 years
- Leader of the Canadian Insurance Practice and Co-leader of the Canadian Healthcare Practice
- Operating committee of the North America Insurance Practice
- Co-leader of the Growth Tribe for the North America Banking Practice
- Co-leader of the Marketing and Sales service line and leader of the Digital Marketing service line for the North America Banking Practice
- Chair of the Associate Partner Evaluation Committee for North America Sales and Marketing Practice and for Canada
- Leadership member of the North America New Venture Competition
- Operating Committee for Asia
- Leader of the Women’s Initiative for Asia
- Chair of People Committee and Client Committee for Korea
- Leader of the Korean Financial Institutions Practice and core leadership member of the Asia Banking Practice
- Founder and leader of Korean Healthcare Practice
- Leader of the Korean Infrastructure Practice

Leadership &  
committee roles  
(outside of McKinsey)

- **The Hospital for Sick Children** - Board of Trustee. Vice chair of the board and Chair of Research Committee
- **Equitable Group** – Board member

- **World Economic Forum** - Global Agenda Council for Korea
- **Korean Ministry of Finance and Planning** - Strategy Advisory Committee for the Ministry of Finance
- **Seoul City** - Financial Advisory Committee for the Mayor of Seoul City
- **Seoul National University Medical School & Korean Doctor's Association** - Founding member, Steering Committee member and advising professor for the Advanced Healthcare Management Program

## Others

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- **Co-author** of the book, "Korean Healthcare Reform 2010"
- Selected as the **top 60 Opinion Leaders** in Korea to lecture in the Korea's 60-year anniversary of the National Founding Day lecture series on the topic of 'Gender Diversity and Women Leadership'
- Selected as one of the **'Top rising female leaders'** by Yonsei University in Korea