

DANILO BOAVISTA

OPERATIONS & TRANSFORMATION LEADER

BUSINESS BUILDING | PERFORMANCE IMPROVEMENT | M&A

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PROFILE

Operations and transformation leader combining entrepreneurial business building, hands-on implementation and M&A judgment. At McKinsey, led teams and partnered with executives and frontline personnel across the U.S. and Latin America to deliver procurement savings, improve operating processes and execute complex transformations. At LUZ, raised capital and led lower-middle-market acquisition sourcing, diligence, negotiations and value-creation planning.

SELECTED IMPACT

~\$28M PROCUREMENT SAVINGS DELIVERED	10%+ PERSONNEL COST REDUCTION IN TARGET AREA	14% CLIENT SALES GROWTH SUPPORTED	100,000+ UNITS SOLD IN CO- FOUNDED VENTURE	21 PEs & FAMILY OFFICES INVESTORS
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CORE EXPERTISE

OPERATIONS & VALUE CREATION

EBITDA Growth | Performance Improvement
Procurement | Transformation

PRIVATE EQUITY & LEADERSHIP

Investment Strategy | M&A & Diligence
Entrepreneurship | Stakeholder Alignment

SELECTED EXPERIENCE

LUZ Capital Partners - Orlando, FL

Managing Director | 2024-Present

- Raised approximately \$1M from 21 private-equity and family-office investors to fund lower-middle-market acquisition sourcing and diligence; led investment strategy and investor relationships.
- Developed a tax-and-accounting roll-up thesis for firms serving international clients, including a proposed operating model and integration playbook covering founder transitions, shared services, client retention and performance management.
- Built a proprietary sourcing and evaluation engine from inception, screening thousands of businesses and conducting detailed assessments of 80+ acquisition targets.
- Advanced acquisition opportunities through 20+ IOIs and 3+ signed LOIs, leading founder negotiations, due diligence and financing preparation with investors, lenders and advisors.

McKinsey & Company - Chicago, IL

Engagement Manager | 2022-2024

- Personally selected by the incoming CPO of a Fortune 50 life-sciences company to lead a five-person U.S./India team identifying approximately \$1B of non-traditional procurement value-creation opportunities; workshopped initiatives with business-unit CEOs and CFOs to connect strategic priorities with procurement capabilities and executable initiatives.
- Led roadmap development for a 10-year Chicago Civic Committee initiative involving 28 CEOs and managing partners, focused on expanding Black and Latino business ownership, leadership and employment opportunities.
- Codified 300+ P&L improvement levers from historical McKinsey Transformation engagement results, creating the knowledge foundation for a firm-wide AI-enabled transformation diagnostic tool.

SELECTED EXPERIENCE - CONTINUED

McKinsey & Company - Chicago, IL

Associate | 2021-2022

- Coordinated the global procurement separation of a Fortune 50 healthcare and consumer-products company, structuring the transition of 20,000+ contracts representing more than \$8B in global spend.
- Led the first independent valuation of a national insurance company's 20-year incentive plan, identifying approximately \$1.7M in financial benefit per member in the incentive plan, across roughly 140 participating members and creating a reusable decision tool for future enrolment.
- Led client training and developed tools to sustain value delivery, manage initiatives and maintain systems during the final phase of the same national insurer's company-wide transformation.

Amazon - Orlando, FL

Pathways Operations Manager Intern | 2020

- Analyzed operating problems across six weekly rotations and presented recommendations to network leadership; received a full-time offer before electing to return to McKinsey.

McKinsey & Company - Rio de Janeiro, Brazil

Business Analyst | 2017-2019

- Led a client team in an offshore-platform procurement transformation; returned at the CFO's request to coach client personnel and delivered an additional \$28M+ in savings.
- Coordinated 11 workstreams across Brazil and Peru in a transformation projected to double EBITDA; managed three workstreams with approximately \$168M in mapped impact.
- Implemented a labor-allocation system at a major Brazilian steel producer, improving workforce deployment and reducing personnel cost by 10%+ in the target area.
- Redesigned a major retailer's back-room operating process, contributing to 14% sales growth.

EARLIER ENTREPRENEURSHIP

Palha da Nonna - Rio de Janeiro, Brazil

Co-founder | 2014-2015

Co-founded a confectionery venture that sold 100,000+ units across Rio de Janeiro and São Paulo in approximately one year, peaking at roughly 15,000 units per month while coordinating 20+ employees, 200+ retail points of sale and a network of 10+ university sales program.

LinkIT - Rio de Janeiro, Brazil

Co-founder | 2012-2014

Co-founded an early-stage venture connecting corporate R&D needs with Brazilian public researchers using Lattes data and Lei do Bem tax incentives, including researcher-identification applications.

EDUCATION

Chicago Booth School of Business - MBA | 2021

General Management, Operations, Finance, Behavioral Economics

IBMEC - Industrial / Production Engineering | 2016

Top 5% GPA

SELECTED LEADERSHIP & RECOGNITION

McKinsey Distinctive Performance Rating - top 5% nationally

McKinsey Innovation Olympics - Silver Badge

Chicago Booth Dean's Service Award

Elected Chicago Booth Cohort President

Elected VP of Global Affairs at Chicago Booth

Led Business Analyst Hub Development across McKinsey Brazil offices

LANGUAGES

Portuguese - Native | English - Fluent | Spanish - Fluent