



## ZAFER ACHI

**Zafer Achi is a Senior Partner at McKinsey Middle East office**

Zafer brings to the table a number of vital attributes for a Board Director:

### **Management and Business proficiency:**

A graduate of HEC (Paris) and MIT's Sloan School of Management, Zafer spent 34 years as a top tier management consultant - including 27 years as a Partner- with McKinsey & Company. He has led a few McKinsey offices (Indonesia, Montreal and the Middle-East). As office leader, he was responsible of all facets of operation including people, administration, finance and legal. His signature accomplishment involved transforming office cultures for sustained high performance. In his client work, Zafer acquired proficiency in all facets of business and across sectors and industries. His functional expertise lies in both strategy and organization (he spent 10 years each in a leadership role of one of these functional communities within McKinsey). His most salient industrial expertise resides in multi-business corporations (such as conglomerates and family-owned businesses), and in the energy/chemicals/materials sector.

### **Multicultural competence:**

Born in Damascus, raised in Lebanon, Zafer has studied, worked and lived in another eight countries - France, USA, Canada, Japan, Singapore, Indonesia, Algeria, United Arab Emirates, and spent extensive professional time serving clients in Spain, Italy, UK, Germany, Netherlands, Thailand, Korea, Philippines, the GCC and Turkey. He is fluent in Arabic, French and English, proficient in Spanish and capable but rusty in Japanese and Bahasa. This exposure and his natural empathy make him exceptionally adept at bridging across cultures. In the last 6 years, Zafer has been based in Dubai, serving clients across the GCC and building an enviable network of relationships that span sectors across the region.

### **Expertise in governance:**

Zafer is a graduate of the prestigious Director Education Program of the Canadian Institute of Corporate Directors (ICD). He has co-founded the Montreal Chapter of the ICD, and has served on the national board of the ICD for 3 years. Zafer also sat on the Board of Governors of the Board Director Institute (BDI), a GCC-based institution that promotes better governance through Director training. Zafer has designed and led research on board governance practices in Asia, North America, Europe and the Middle East since 1999. He has been a frequent speaker, educator, facilitator and advisor on the topic. Throughout his career, Zafer has worked with family-owned businesses, with a particular emphasis on diversified conglomerates.

### **Depth in the 'people side' of business:**

Zafer is at the cutting edge of management thinking and intervention design when it comes to the people side of business - culture, leadership, talent, change management, etc. He has dedicated the last 15 years to learning and growing his expertise in this field, that he regards as the key to unlocking performance both in the boardroom and in management ranks. Zafer practices as a leadership coach, working with individual leaders and/or leadership teams.

Zafer is married, and blessed with 6 children. He lives in Dubai with his wife Anne and their youngest son Marwan.