



BRIAN SCOTT

Management Consultant

CONTACT INFORMATION



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KEY SKILLS

- Operations redesign
- Commercial diligence
- Client relationship management
- Team leadership (3-5 people)
- Follow-on selling and scoping
- Synergy and savings modeling
- Workshop facilitation
- Insurance and financial services domain

ABOUT ME

Senior consultant with 6 years across financial services and insurance. Run engagement teams of 3-5, manage the client relationship day-to-day below the partner, and drive findings from hypothesis to implementation roadmap.

PROFESSIONAL EXPERIENCE

Senior Consultant

Halberd & Quinn Consulting, Minneapolis, MN | 2021 - Present

- Led a core operations redesign for a regional P&C insurer that took claims cycle time from 11.4 days to 6.8 days over 14 months.
- Day-to-day owner of the client relationship with the COO and three direct reports during a 9-month engagement.
- Managed 4 consultants and analysts; two were promoted off this engagement on the strength of evaluations I drafted.
- Sold a \$1.85M follow-on workstream on underwriting modernization with the partner.
- Built a reusable claims process diagnostic that the practice now markets to mid-market insurance clients.

Consultant

Halberd & Quinn Consulting, Minneapolis, MN | 2019 - 2021

- Owned commercial diligence workstreams on 5 private equity deals across fintech and insurance.
- Built the synergy model on a credit union merger that the partner used in the final client recommendation.
- Promoted to senior consultant on the standard timeline with a top-quartile review.

Strategy Associate

Midwest Mutual Holdings (internal strategy), St. Paul, MN | 2017 - 2019

- Supported the corporate strategy team on annual planning and competitive intelligence.
- Built the agency channel profitability model still used in quarterly reviews.

EDUCATION

MBA, Carlson School of Management (University of Minnesota), 2019

BS, Finance, Marquette University, 2015