

**PETER M. BALNAVES, PhD.**  
**Lecturer of Strategy and Economics**  
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## Summary

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An accomplished FinTech transformation executive with over twenty-five years of successful leadership at Tier One Management Consultancies and a Fortune 10 company. Broad experience with digital capabilities in P2P lending, robo-advice, payment systems, predictive analytics, blockchain, and cryptocurrencies. My transformation experience includes the application of machine learning, A.I., big-data, and predictive analytics. Managed budgets >\$1B and 1.5K staff. International project delivery experience.

## Current position

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2016 – present      **Cornell University**  
**Samuel Curtis Johnson Graduate School of Business**  
Lecturer of Management (Fin-Tech, Finance, Strategy).  
Director of Cornell FinTech Program (Cornell Tech NYC).

## Past positions

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Chief finance transformation officer roles with tier 1 management consultancies and Fortune 10 corporations.

2014 – 2016      **Big Four Management Consultancy**  
**Executive Advisor to the firm, FinTech Matters**

- Executive advisor on FinTech strategies for multiple BHC's:
  - See Appendix I.
- Developed P2P lending strategy for leading startup.
- Led design of Robo-advisor for retail investment bank.
- Directed implementation of FinTech payment systems for BHC.
- Developed staged blockchain and cryptocurrency implementation plan for leading IHC
- Developed big data “data lake” strategy, enterprise data roadmap, and priority “data cleansing” approach for tier one BHC

2010 – 2014      **Harvard University**  
Sabbatical to complete M.A. and core requirements for Ph.D.

2007 – 2009      **Fortune 10 Corporation (\$170B revenues)**  
**Chief Digital Transformation Officer**

- Led CEO and C-level team through \$1.2B digital transformation.
- Replaced core systems with A.I. machine learning engine
- Created digital supply chain: reduced stock-outs by 78%; reduced inventory by 21%; Reduced SKUs by 18% across >7K locations.

- Delivered >\$240M annual savings from offshoring software development; building digital development center in India.
- Consolidated three data centers; Consolidated seven networks.

1999 – 2007

**Tier 1 Management Consultancy**

**Partner and Managing Director**

**Head of FinTech Digital Advantage Practice (West Coast)**

- Sold over thirty FinTech and finance transformation projects.
- Advised C-level teams on design and implementation of digital projects for organic growth, re-organization, and cost reduction.
- Served as digital transformation officer for four financial services business transformations (strategy, design, implementation).
- Led E2E architecture designs (conceptual, logical, physical).
- Developed conceptual architecture for BHC’s digital ecosystem.
- Led digital transformation of post-merger tier one BHC.
- Led digital transformation and P&Ls across multiple continents.
  - USA, UK, France, Germany, Italy, India, Egypt, China.

1997 – 1999

**Tier 1 Management Consultancy**

Principal, Financial Services Strategy Practice.

1993 – 1997

**Big Six Management Consultancy**

Principal, Financial Services Practice (Advanced IT).

1988 – 1993

**Software startup**

Project Manager, Software development for financial services.

**Education**

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2017	<b>IE Business School:</b> Doctorate in Management (Finance).
2016	<b>Cambridge University, Judge School of Business:</b> MS.
2013	<b>Harvard University:</b> MA.
1997	<b>Duke University, Fuqua School of Business:</b> MBA.
1993	<b>Georgetown University:</b> MA.
1987	<b>Old Dominion University:</b> BS.

**Dissertation Topic**

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Balnaves, Peter. “A quantitative investigation of the impact of equity market contagion on selected emerging markets.”

## TEACHING EXPERIENCE

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*Led case-based MBA and graduate-level courses in FinTech, PE, strategy, and VC.*

- 2021**      **FinTech Intensive Program**
- **Fintech intensive capstone course**
  - **Project Practicum course**
  - **Digital Wealth Management course**
- 2021**      **Private Equity Investment Practicum**
- Spring Practicum
- 2021**      **Management cases**
- Spring section 1; Spring section 2
- 2020**      **Advanced Strategic Analysis**
- Fall section 1; Fall section 2
- 2020**      **FinTech Intensive**
- **Fintech intensive capstone course**
  - **Project Practicum course**
  - **Digital Wealth Management course**
- 2020**      **Private Equity Investment Practicum**
- Spring Practicum
- 2020**      **Management cases**
- Spring section 1; Spring section 2
- 2019**      **Advanced Strategic Analysis**
- Fall section 1; Fall section 2
- 2019**      **Cases in Venture Capital and Private Equity**
- Fall section 1
- 2019**      **FinTech Intensive Practicum**
- Spring section 1 (45 students)
- 2019**      **Private Equity Investment Practicum**
- Spring Practicum (17 students)
- 2019**      **Management cases**
- Spring section 1 (32 students)
  - Spring section 2 (31 students)
- 2018**      **Advanced Strategic Analysis**
- Fall section 1 (51 students)

- Fall section 2 (45 students)
- 2018 Cases in Venture Capital and Private Equity**
  - Fall section 1 (35 students)
- 2018 Private Equity Investment Practicum**
  - Spring Practicum (10 students)
- 2018 Management cases**
  - Spring section 1 (26 students)
  - Spring section 2 (11 students)
- 2017 Advanced Strategic Analysis**
  - Fall section 1 (49 students)
  - Fall section 2 (54 students)
- 2017 Private Equity Finance Practicum**
  - Spring Practicum (10 students)
- 2017 Management cases**
  - Spring section 1 (33 Students)
  - Spring section 2 (22 students)
- 2016 Cases in Business Strategy (EMBA)**
  - Winter section (48 students)
- 2016 Advanced Strategic Analysis**
  - Fall section 1 (47 students)
  - Fall section 2 (36 students)
- 2016 Management cases (Cornell Tech-MBA)**
  - Summer section 1 (48 students)
  - Summer section 2 (37 students)

**GRADUATE COURSE DEVELOPMENT** - Graduate School of Business at Cornell University

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*Developed Graduate courses in fintech, strategy, private equity (PE), and venture capital (VC).*

- 2018 Redesigned “Cases in VC and PE” MBA elective
- 2018 Redesigned “Advanced Strategic Analysis” MBA elective
- 2017 Redesigned “Private Equity Practicum” MBA elective
- 2017 Redesigned “Advanced Strategic Analysis” MBA elective
- 2017 Redesigned “Management Cases” MBA elective
- 2016 Enhanced “Private Equity Practicum” MBA elective
- 2016 Designed “Advanced Strategic Analysis” MBA elective
- 2016 Designed “Management Cases” Cornell Tech-MBA (1 yr program) elective
- 2016 Designed “Cases in Strategy” Executive MBA elective