

Dr. Angelo Boutalikakis

Operator, product builder, and transformation leader.

Trained in econometrics.

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github.com/aboutali



1 Profile

Angelo Boutalikakis is a strategy, transformation, and product leader based in Zurich. He joined McKinsey & Company in 2017 and works as an Engagement Manager. His work spans insurance, health insurance, healthcare, consumer goods, telecommunications, media, and energy.

Angelo builds software with AI. His current project is an MCP server on Swiss health-insurance and healthcare data. He holds a PhD in strategic management, magna cum laude, from Universität Passau. He published in the Journal of Product Innovation Management and Harvard Business Review.

2 Experience

June 2017 – present

McKinsey & Company

Zurich

Leads strategy, transformation, and digital engagements. Belongs to the firm's digital business-building practice. Sectors: insurance, health insurance, healthcare, and consumer. Works across Switzerland, Germany, Italy, the UK, the US, India, and Nigeria.

January 2024 –
present

Engagement Manager

McKinsey & Company, Zurich

- **Swiss multi-line insurer, post-merger IT integration** (September 2025 – April 2026). Led the Group IT workstream, unified the operating model and processes of two carriers, and designed the future Group IT function. Advised the Group CTO and six of his executive-committee direct reports. Wrote the proposal that won the work. Result: ~30–40% IT cost synergies identified.
 - **Global insurer's technology and cybersecurity function** (November 2024 – 2025). Led the engagement and its follow-on phases. Designed an Asset Risk Assurance process and its governance from scratch, and built a new catalogue of cybersecurity tests and controls, under regulatory scrutiny with COO-level interaction.
 - **European multi-line insurer, transformation** (2023 – 2024). Workstreams across IT cost, claims management, data and analytics, and agile IT transformation. Result: 30%+ IT cost reduction identified and a plan to cut claims costs by €50m.
 - **Swiss health-insurance practice** (2023 – 2026). Built a CHF ~90bn Swiss healthcare-spend database, split by payor, reimbursement type, and service type, with a Python pipeline and Tableau front end, reused by business-development teams across several Swiss health insurers.
 - **Swiss health insurer, board level** (2025 – 2026). Presented research on the future of Swiss supplementary health insurance to the Board Chairman.
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April 2022 – January
2024

Senior Associate

McKinsey & Company, Zurich

- **Multinational medtech, consumer-health product build** (2022 – 2023). Led the product workstream end-to-end for a biosensor with an AI-coaching app, from consumer-needs analysis through go-to-market. Analyzed 40,000 consumer data points and led three teams in parallel plus 6+ client team members across the US, Europe, and India. Presented the product vision to the Chairman and CEO of a ~\$200bn medical-device company. The product launched in the UK in early 2024 and in the US in September 2024.
- **West African beverage bottler, cost and operational resilience** (2023 – 2024). Co-led a programme of ~7 parallel workstreams in Lagos, Nigeria, across manufacturing operations, route-to-market, organization, and cost, amid high inflation and currency depreciation.
- **Independent ultra-luxury watchmaker, growth strategy** (2023). Ran a 4-week growth strategy with 4–5 workstreams, target ~40% growth over five years, working with the CEO and the full leadership team.
- **Global insurer, incoming Head of Health onboarding** (2023). Designed and delivered an onboarding programme with deep dives on managed care, payor-provider integration, and digital health.

September 2019 –
April 2022

Educational leave

McKinsey & Company, Zurich

Leave for the PhD, with selected engagements.

- **IMD, Center for Future Readiness** (2019 – 2022). Built a text-analysis tool that identifies cognitive constructs in companies and executives, and helped promote and scale the newly founded center.
 - **Premium chocolate manufacturer**. Supported an indirect-spend reduction programme.
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June 2017 – September
2019

Fellow and Associate

McKinsey & Company, Zurich

- **Swiss digital attacker telco.** Product Owner for the invoicing and self-help journeys. Result: higher NPS, shorter resolution times, fewer complaints, fewer cancellations.
- **Swiss retail cooperative, cost** (2018). Designed a full cost programme across direct and indirect spend, with scenarios of up to ~40% lower indirect spend and ~10% lower direct spend.
- **German media and broadcasting company** (2017 – 2018). Ran an end-to-end IT-process diagnostic. Result: ~20% cost reduction for the same output.
- **Consumer goods, growth method** (2017 – 2019). Co-developed a method to find granular growth pockets by product and geography. Several consumer-goods clients applied it, and senior partners presented it at C-level events in London.

3 Other experience

2019 – 2022

Fellow and Senior Advisor

IMD, Center for Future Readiness, Lausanne

Past affiliation, alongside the McKinsey educational leave.

2013 – 2015

Internships

UBS · Volkswagen Group · Deloitte

Investment Banking, Equity Capital Markets, UBS, Zurich (2015).

Electric Vehicle Strategy, Volkswagen Group, Beijing (2014). Technology Consulting, Deloitte, London (2013 – 2014).

ongoing

Informal advisor

Several early-stage startups, Zurich

Advises several early-stage startups in AI and digital health.

4 Education

2019 – 2022

**Dr. rer. pol., Strategic Management / Behavioral Strategy,
magna cum laude**

Universität Passau

Dissertation: "The Social-Psychological Interface Between Firms and Infomediaries: Essays on the Roles of Framing, Flattery, and Technological Discontinuities."

2015 – 2017

Master of Arts, Quantitative Economics and Finance

Universität St.Gallen (HSG)

Grade 5.6 of 6.0, top of class. Thesis: "Explaining the Performance of Index Option Put-Write Strategies."

2016

Visiting student, full-time MBA programme

University of Toronto, Rotman School of Management

GPA 4.3, top of class.

2011

Visiting undergraduate student, Economics

Columbia University in the City of New York

2009 – 2014

Bachelor of Arts, Business Administration and Economics

Universität St.Gallen (HSG)

5 Awards

- Most Inspirational Paper, Behavioral Strategy track, EURAM 2022
- PhD magna cum laude, Universität Passau, 2022
- Top of class, HSG Master in Quantitative Economics and Finance, 2017
- Top of class, Rotman visiting MBA programme, 2016

6 Certifications

- Certified Scrum Master (CSM)
- Certified Scrum Product Owner (CSPO)

7 Selected publications

- [1] Graf-Vlachy, L., König, A., Banfield, R., Rauch, M., & Boutalikakis, A. (2023). The innovator's media dilemma: How journalists cover incumbents' adoption of discontinuous technologies. *Journal of Product Innovation Management*. doi.org/10.1111/jpim.12651
- [2] Schill, A.-K., Boutalikakis, A., Hawighorst, F., Graf-Vlachy, L., & König, A. S. (2022). Analyst flattery, CEO narcissism, and CEO communication specificity. *Academy of Management Proceedings, 2022(1)*. doi.org/10.5465/AMBPP.2022.289
- [3] Christ, L., Amiriparian, S., Hawighorst, F., Schill, A.-K., Boutalikakis, A., Graf-Vlachy, L., König, A., & Schuller, B. W. (2024). This paper had the smartest reviewers: Flattery detection utilising an audio-textual transformer-based approach. *INTERSPEECH 2024*. arxiv.org/abs/2406.17667
- [4] Yu, H., Shan, J., Boutalikakis, A., Tempel, L., & Balian, Z. (March 2022). What makes a company "future ready"? *Harvard Business Review*. hbr.org
- [5] Yu, H., & Boutalikakis, A. (January 2021). Changing the rules to control monopolies could see the end of Facebook domination. *The Conversation*. theconversation.com
- [6] Espel, P., Rupprecht, F., Herbener, M., Schröpfer, C., Venus, A., Boutalikakis, A., et al. (April 2020). How industrial companies can cut their indirect costs fast. *McKinsey & Company*. mckinsey.com

See the full list on the [Writing page](#).

8 Teaching and speaking

Winter term 26/27

Cost Management in Practice: Real-life evidence from the M&A context

Guest lecture, Managerial Finance

Prof. Dr. Lorenz Graf-Vlachy

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- Co-organized a pan-European payor-provider-integration seminar for C-suite attendees (November 2025)
 - Moderated a Swiss InsurTech panel, co-hosted by McKinsey and the Swiss InsurTech Hub
 - Research presentations at the Academy of Management, EURAM, and INTERSPEECH

9 Capabilities

PRODUCT AND BUSINESS BUILDING	Digital product ownership, MVP definition and prototyping, user research and customer-journey mapping, cross-functional team leadership.
APPLIED AI AND TECHNOLOGY	Agentic tooling, MCP servers, data pipelines and evals, AI strategy, transformer-based text and audio analytics, Python, R, MATLAB, Tableau, econometrics.
STRATEGY AND TRANSFORMATION	Post-merger IT integration, cost and operating-model programmes, agile transformation at scale, cybersecurity governance, growth and pricing strategy.
CORPORATE FINANCE AND TRANSACTIONS	M&A evaluation on the buy side and sell side, carve-outs and divestitures, equity stories, market and target screening.
DOMAINS	Insurance (multi-line, life, P&C, health), healthcare (payor-provider integration, managed care, supplementary insurance), consumer (health, luxury, retail, beverages), telecommunications, media, energy.
LEADERSHIP	C-suite and board-level advisory, workshops with 10+ senior stakeholders, multicultural teams across Europe, the US, India, and Africa, coaching and apprenticeship.

10 Languages and interests

LANGUAGES	German (native) · Swiss German (fluent) · English (fluent) · French (conversational) · Greek (conversational)
INTERESTS	Contemporary art and collecting · Classical music and piano · CrossFit, skiing, running, yoga, Pilates · Travel and food