



Hernan J. F. Saenz, III

Hernan Saenz has been at Bain for over 20 years and has worked in Asia-Pacific, Europe, and North and Latin America. He is currently a Senior Partner in the Dallas office and serves as the Global Head of Bain's Performance Improvement Practice. Hernan also serves on the Board of Directors of Bain & Company and as one of the Board representatives on Bain's Diversity, Equity, and Inclusion Council.

From 2008 to 2016, Hernan served the firm as the Managing Partner of the Bain Dallas, Bain Houston, and Bain Mexico offices, with full P&L responsibility for the region. During his tenure, the Bain Southwest region more than doubled in size. This expansion included the founding of the Bain Houston office and Bain's Private Equity practice in Texas, as well as the scaling of Bain's business across all major industry and capability practice areas.

Hernan specializes in corporate transformations, full potential programs, operational turnarounds, and scale change efforts. He has completed over 100 assignments across a number of sectors, including airlines, retail, healthcare, consumer and industrial products and services, distribution, telecommunications, and higher education.

Hernan's articles have been published in a number of journals, including Harvard Business Review, Business Strategy Review, World Business, Wall Street Journal - Mint, and EIU.

Hernan serves as an advisor to the World Economic Forum's Platform on Shaping the Future of Advanced Manufacturing and Production, and leads Bain's current work on Accelerating Digital Traceability for Sustainable Production, developed in collaboration with the WEF.

Hernan also serves as a Visiting Senior Lecturer at Cornell University where his courses focus on the analysis, formulation and implementation of business strategy.

Prior to joining Bain, Hernan was a faculty member in economics at INCAE, a business school in Latin America. In addition, he was a principal at a consulting firm serving banks and other financial institutions in Latin America.

Hernan earned an MBA and an MILR from Cornell University, as well as a MS in economics from Stanford University. He is also a graduate of Harvard College, where he received a BA in economics *magna cum laude*.

Hernan is a member of the Leadership Council at Cornell's College of Business. Locally in Dallas, he serves on the Executive Board of SMU's Cox School, on the Board of Trustees of the Dallas Theatre Center, and on the Dallas Citizens Council. He is involved in and supports a number of other civic organizations in the Dallas Metroplex.