



**William Pearson '81**  
Senior Advisor  
McKinsey & Co.

Bill's career began with traditional financial training at KPMG. He leveraged those experiences to pursue the consumer products industry working at Pepsi-Cola, Frito-Lay, Perrier Group of America, and Nestle Waters North America. In his 23 years at Nestle, he ran businesses as a General Manager, developed new products and markets in Business Development, and drove operational and financial strategy & execution as CFO. He later led the business as interim CEO and Chief Transformation Officer until he retired from Nestle in 2019.

At Nestle, he built high-performance teams and a learning culture to help scale up a bottled water business to \$5 billion, sourced directly from carbonated sweet soft drinks. Healthy hydration required oversized returns to attract capital from parent Nestle S.A., with 100 springs and 30 plants required to satisfy market demand. He created and taught an internal Waters MBA curriculum to ensure all associates kept up with the rigors of the industry.

Operationally, Bill led structural change to the business model and established key performance indicators to ensure all levers of the business were optimized as new entrants squeezed margins. He transformed mature businesses and targeted/consummated acquisitions all the while delivering record market and financial results.

Bill graduated from Providence College in 1981. He achieved a NYS CPA certification early in his career as well as an MBA from Fordham University. His daughter Carley graduated PC in 2018 and now works in marketing at American Express. She is pursuing her MBA at NYU.

Today Bill coaches McKinsey clients on transformations, trains their staff on interactions with executive teams and contributes to McKinsey published articles. He has recently developed a proprietary leadership curriculum and lectured at PC as an Executive in Residence. He continues to coach young adults as they find and pursue their goals.