

## Darren Morrison

Managing Director – Corporate Finance

Chicago

### Contact

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### Industry Experience

Healthcare & Pharma  
Manufacturing  
Retail & Consumer  
Services  
Technology

### Selected Public Cases

Financial and Operational Due Diligence  
M&A Integration and Carve  
Out/Divestiture  
G&A Organization and Process  
Optimization  
Supply Chain, Procurement and  
Inventory  
Management  
Program Management and Reporting  
Product Market, Segment and Customer  
Analysis  
Product and Customer Profitability  
Channel Strategy  
Sales Organization, Account Planning,  
and Strategy

### Experience

Mr. Morrison is a director in BRG Corporate Finance and focuses on financial and operational performance improvement. He has over 20 years of experience leading public and private clients through major business transformations, transactions, and cost reduction strategies. Mr. Morrison's broad industry experience includes deep retail, consumer products, and technology expertise as well as select engagements in healthcare, pharmaceuticals, education, airline, aerospace, automotive, manufacturing, financial services, media, sports agency, oil & gas and chemicals.

Mr. Morrison has extensive experience leading initiatives in cost management. He has worked with a wide range of clients to address performance improvement opportunities including:

- Organization structure and optimization
- Supply chain optimization
- Direct and indirect sourcing
- Contract negotiations
- SKU optimization
- Inventory management
- A/R and A/P improvement strategies
- Supplier and customer profitability

In addition to his cost focus, Mr. Morrison supports M&A activities through his experience with acquisition due diligence, merger integration, carve outs and divestitures. He led the merger integration of Sales, Customer Service, and the Cargo business during the merger of two major airlines.

Prior to joining FTI Consulting, Mr. Morrison served both publicly and privately held clients at AlixPartners, LLC in the Enterprise Improvement practice and at Booz-Allen & Hamilton (now Strategy&) in the commercial practice. He was recognized three times with Achievements in Excellence awards, including his work on the TMA Turnaround of the Year at Solo Cup. Early in his career, Mr. Morrison spent five years in industry at Motorola where he designed and implemented enterprise systems and developed cellular telephone networks.

### Education and Affiliations

Mr. Morrison holds an MBA in finance and marketing from The University of Chicago Booth School of Business and B.A.'s in economics and computer science from Northwestern University.