



Christopher Thomas

Senior Advisor, Asia Leadership Team
McKinsey & Company

唐睿思

麦肯锡公司资深顾问

Christopher (Chris) Thomas is an associate partner in the Beijing office. He joined McKinsey in 2011 after 10 years in the global semiconductor industry. He leads strategy, sales, product development and operations engagements for global and Asian clients. As a leading Firm expert on China go-to-market, mobile devices and semiconductors, he regularly gives speeches and writes articles on winning in the world's largest consumption and manufacturing region and the world's fastest growing tech sectors.

Representative projects include:

- A global sales and R&D transformation for a semiconductor equipment manufacturer
- Sales, R&D and manufacturing transformation programs for a top 10 global IDM
- Fab operations, cost and cycle time benchmarking for a memory manufacturer
- A global sales and marketing restructuring project for a top 5 global IDM
- Multiple global sales, marketing and product strategy assignments for a top 5 fabless company
- Corporate strategy and M&A advisory work for a global foundry leader
- Multiple due diligences of Asian semiconductor companies for leading global private investors
- A quality, operations and supplier management study for a global enterprise technology vendor
- Multiple Asia and China channel, retail and organizational studies for a top 5 smartphone company

Before joining McKinsey, Chris worked as General Manager, Intel China. As Intel's joint top sales executive and lead corporate representative with direct line responsibility, Chris delivered over \$15 billion in revenue and \$10 billion in gross margin during his 3-year tenure. Revenues grew by greater than 50%, a faster rate than at any other Intel region or business globally. Intel is regarded as one of the most successful multinationals in China across all industries and sectors.

Previous to his time in China, Chris was a global Intel executive at its Silicon Valley HQ. He was personally recruited by Intel's chairman, Dr. Andrew Grove, and he advanced rapidly through Intel's leadership pipeline—promoted from individual contributor to Chief of Staff for the #2 executive within 3 years. He has held GM, product line director, sales director and marketing director roles for the telecom, wireless and microprocessor divisions. He was the executive sponsor for Intel's Olympics program.

Chris has also been a private equity investor at The Blackstone Group. Chris is a visiting professor of technology strategy at Tsinghua University, China's top school. He is a member of the Council on Foreign Relations and the National Committee on US-China Relations. He holds both an MBA and Masters in Political Science from Stanford University (where he was an Arjay Miller Scholar, top 5% of his class), as well as a BS in Economics from the Wharton School of the University of Pennsylvania, summa cum laude.

唐睿思（Christopher Thomas）是北京办公室的全球副董事。在全球半导体行业服务了 10 年后，于 2011 年加入麦肯锡。他负责推动全球和亚洲客户在战略、销售、产品开发和运营项目的进展。作为公司在中国走向市场领域、移动设备和半导体行业的专家，Chris 经常发表、撰写有关如何在全球最大的消费国、制造国和成长最快速的科技领域制胜的演讲和文章。

代表性的项目包括：

- 为某半导体设备制造商进行全球销售和研发转型
- 为全球排名前 10 的 IDM 推动销售、研发和制造转型项目
- 为内存制造商进行运营、成本和周期时间的对标
- 为全球排名前 5 的 IDM 进行全球销售与营销重组项目
- 为排名前五的无晶圆厂公司进行多个全球销售、营销和产品战略项目
- 为某全球晶圆代工领先公司进行公司战略和并购咨询工作
- 为全球领先私人投资者针对多个亚洲半导体公司开展尽职调查
- 为全球企业技术供应商开展高质量的运营与供应商管理研究
- 为排名前 5 的智能手机公司开展多个关于亚洲与中国渠道、零售与组织的相关研究

在加入麦肯锡之前，Chris 是英特尔（Intel）中国的总经理。作为英特尔的联合高级销售主管与首席企业代表（对盈亏负直接责任），Chris 在 3 年任期之内，贡献了逾 150 亿美元的收益和 100 亿美元的毛利。收益增长超过 50%，增长速度超越了英特尔全球任一地理区域或业务领域。英特尔在所有行业和领域中被视为是中国最成功的跨国公司之一。

在来到中国之前，Chris 是英特尔硅谷总部的全球主管。他本人是由英特尔董事长 Andrew Grove 博士亲自面试招聘的，此后平步青云，一路晋升至领导层—3 年内，由个人贡献者晋升至公司二把手的首席幕僚。他曾任电信、无线和微处理器部门的总经理、产品线总监、销售总监和营销总监。他是英特尔奥林匹克项目的执行发起人。

Chris 也曾是黑石集团的私募股权投资者。Chris 是中国顶尖大学清华大学技术战略领域的客座教授。他是对外关系委员会和中美关系全国委员会的成员。他拥有斯坦福大学的 MBA 学位（荣获阿杰·米勒学者 称号，班排前 5%）和政治学硕士，宾夕法尼亚大学沃顿商学院经济学士（以最高荣誉毕业）。