

**Alain Acha**

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**EDUCATION**

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**WAKE FOREST UNIVERSITY**

**Bachelor of Science**, Business and Enterprise Management; Magna Cum Laude Distinction

**Winston-Salem, NC**  
**August 2013 – May 2017**

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**PROFESSIONAL EXPERIENCE**

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**DELOITTE CONSULTING**

**London, UK & New York, NY**

**Senior Manager – Engineering, AI & Data – Wealth Management**

**May 2025 – Present**

- Developed strategies for a Global Custodian's expansion into the wealth market, by assessing target geographies, market dynamics, and commercial opportunities, and defined localisation requirements and delivery capabilities across Europe and beyond. Additionally created a Gemini AI based data aggregation model to assess Model A vs. Model B custody markets across Europe and architected the end-to-end future-state technology operating model
- Performed comprehensive benchmark analysis of a UK ultra-high-net-worth wealth manager, comparing its financial and operational metrics to industry peers and providing strategic recommendations to the CEO and senior leadership

**Engagement Manager – Strategy & Operations – Wealth Management**

**May 2024 – May 2025**

- Orchestrated the strategic redesign of the operating model for a Dutch Asset Manager, driving the outsourcing of middle office functions across 12 workstreams, delivering a 20% reduction in operational costs and enhancing long-term scalability through process automation and high-impact vendor partnerships
- Established the program governance and operating model for a Canadian Investment Manager with \$170B of AUM implementing a new front office technology platform
- Spearheaded an initiative to analyze the profitability of all Deloitte Consulting's financial services accounts, identifying key areas for margin improvement. Developed dashboards to track performance, leading to strategic recommendations that resulted in a \$3.2MM margin uplift across the worst-performing projects

**Senior Consultant**

**March 2021 – May 2024**

- Project managed a Global Asset Manager's change and transformation department by leading a global team of 15 Deloitte resources that oversaw the client's entire transformation and integration book of work, totaling ~\$205MM
- Designed a Global Asset Manager's change and transformation department's operating model following the acquisition and integration of another firm resulting in a combined AUM of \$725B and a global workforce of 2,500
- Led a workstream to simplify the operating model of a top 5 Global Asset Manager by optimizing its technology and span of control, with a goal of reducing \$300MM in OpEx by 2025
- Program managed the Operations and Accounting / Performance workstreams for a Global Asset Manager implementing a new OMS and Accounting platform for one of their boutique's specialized in Multi-Asset Solutions

**ERNST & YOUNG**

**New York, NY**

**Senior Consultant – Business Strategy & Operations**

**July 2019 – February 2021**

- Developed the strategy for a digital banking transformation aimed at implementing a new user experience for the financial advisor's investing platform of a Wealth Manager with \$500B+ in Assets Under Management
- Led an agile team of 5 focused on developing and testing Financial Advisor Platform functionalities impacting a group of 18,000 users working across multiple teams such as: UX Design, Engineering, and Compliance
- Built an in-house Robo-Advisor for a \$1T+ Asset Management firm by project managing one of the workstreams in charge of conducting customer acquisition and user experience throughout all stages of the product

**Consultant**

**October 2017 – June 2019**

- Conducted the program management of a 60-person team that were performing System & User Acceptance Testing for Wealth Management digital platforms. Drafted the proposal for a 4-year program extension, totaling \$84MM
- Advised on creating an operating model strategy and execution for a large-scale technology transformation to implement a new Fiduciary and Asset Management Core Platform that would impact over 12,000 advisors
- Created the Pilot and Full Rollout Strategy of a 24-month long technology transformation requiring a thorough understanding of the Software Development Lifecycle (SDLC)
- Designed an overall integrated project plan (IPP) for a large technology transformation and built automatic execution dashboards presented in all executive steering committees

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**ADDITIONAL INFORMATION**

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- Languages: English (Native), Spanish (Native), and Portuguese (Professional Working Proficiency)