Dr. Andreas Venus

Introduction

Andreas is the Managing Partner for McKinsey in Germany and Austria, a role he took on in August 2026. He led our Firm's Advanced Industries Practice in Germany from 2024 to 2026.

Andreas started at McKinsey & Company in 2009. He works with companies across the advanced industries – at the heart of the German and Austrian economy, from automotive and suppliers to industrials, aerospace, defense, and semiconductors. He focuses on designing and executing performance improvement programs to boost bottom-line results, especially by using the power of data and analytics. He serves OEMs, suppliers, and new-mobility players, with particular depth in strategy, purchasing, and product development.

Project experience (excerpt)

- Developed the strategy for a tier 1 supplier to capture opportunities arising from powertrain electrification
- Conducted "ACES-readiness" strategy assessments at several tier 1 automotive suppliers
- Defined the strategy to enter digital service markets for an automotive tier 1 supplier, and identified digital service growth opportunities
- Developed a regional strategy for an OEM in South America
- Defined the go-to-market strategy and sales operating model for a passenger car OEM across several markets
- Led a program to improve the go-to-market performance of a construction equipment OEM
- Conducted several pro bono engagements on new-mobility topics, e.g., for the City of Berlin and C40 (a network of 80+ cities representing 600 million people and 25% of the world's GDP, committed to the climate goals of the 2015 Paris Agreement)

Expertise

- Advanced Industries (Automotive & Assembly, Industrials & Electronics, Aerospace & Defense, Semiconductors)
- Strategy & Corporate Finance
- QuantumBlack, AI by McKinsey

Background

Andreas holds a PhD from the Technical University of Dortmund and a Master's degree with a major in Finance and Environmental Management from ESCP-EAP European School of Management. Prior to McKinsey, he held early positions at JPMorgan, Nike, and the United Nations. He studied in London, Paris, and Berlin.